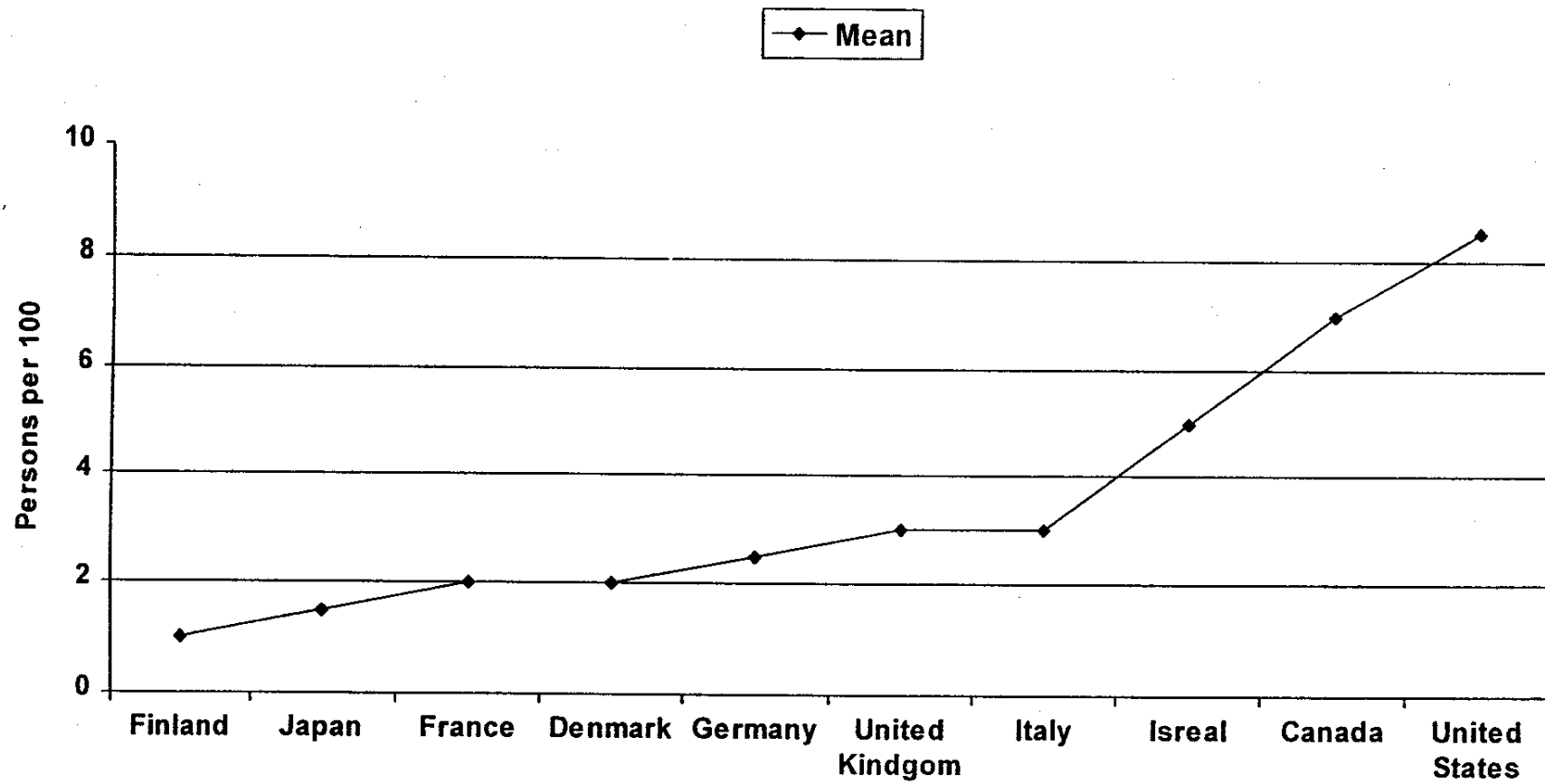


Adults Active in Business Start-Ups: 1998



Source: Office of Advocacy, SBA, from the Global Entrepreneurship Monitor

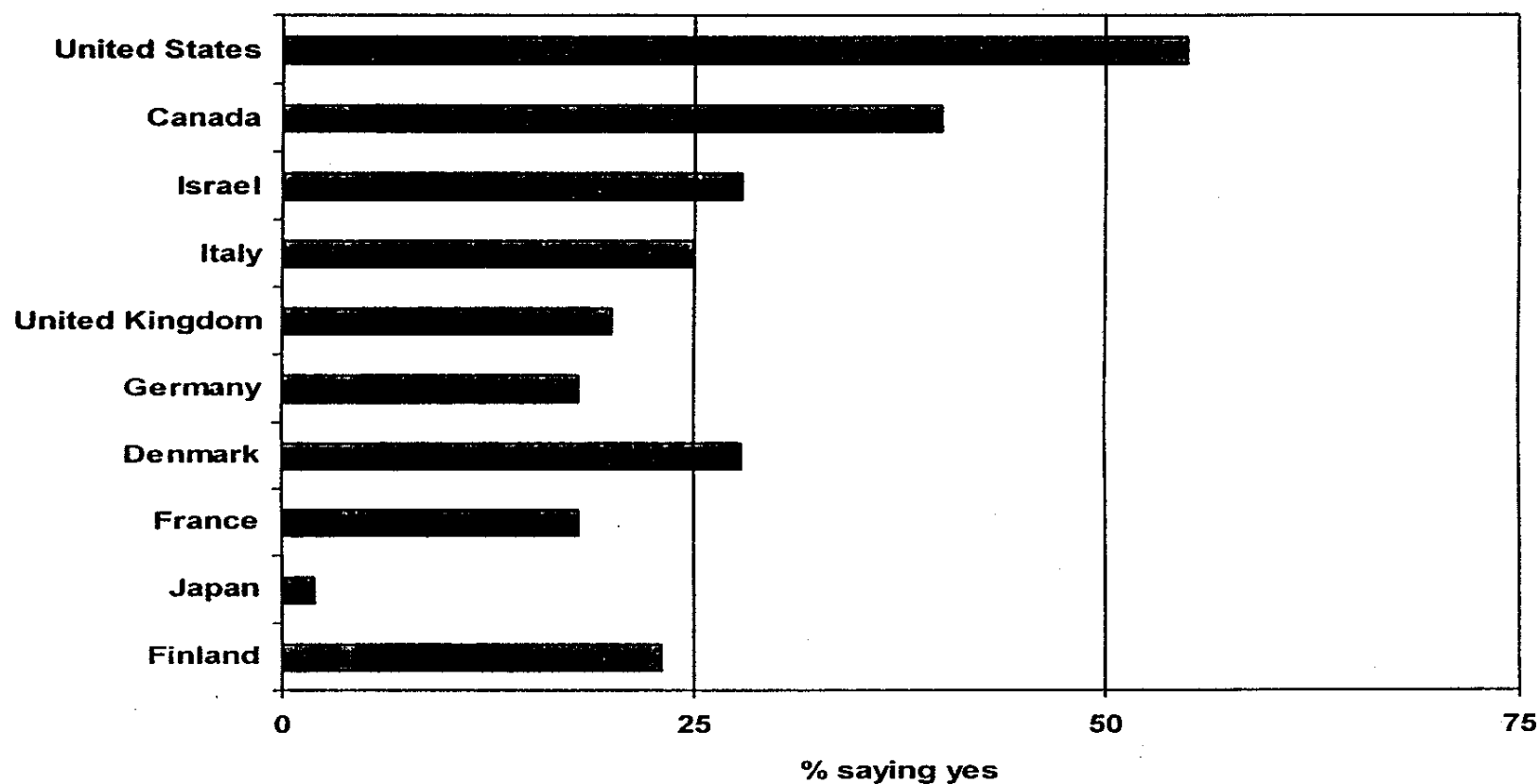


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Perception of Opportunity: 1998

Response to statement: "In my country, there is good opportunities for a start-up in the next six months"



Source: Office of Advocacy, SBA, from the Global Entrepreneurship Monitor.

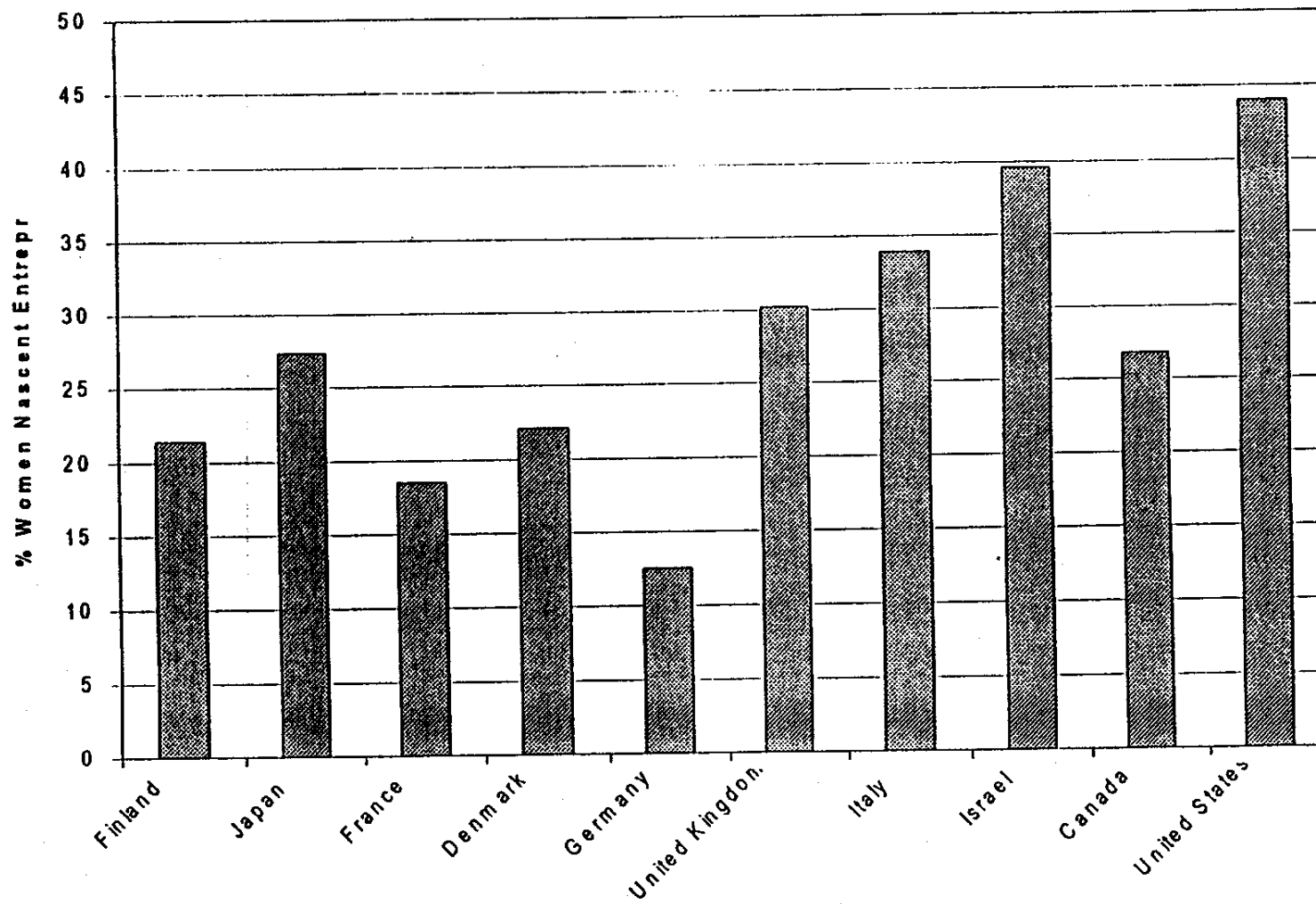


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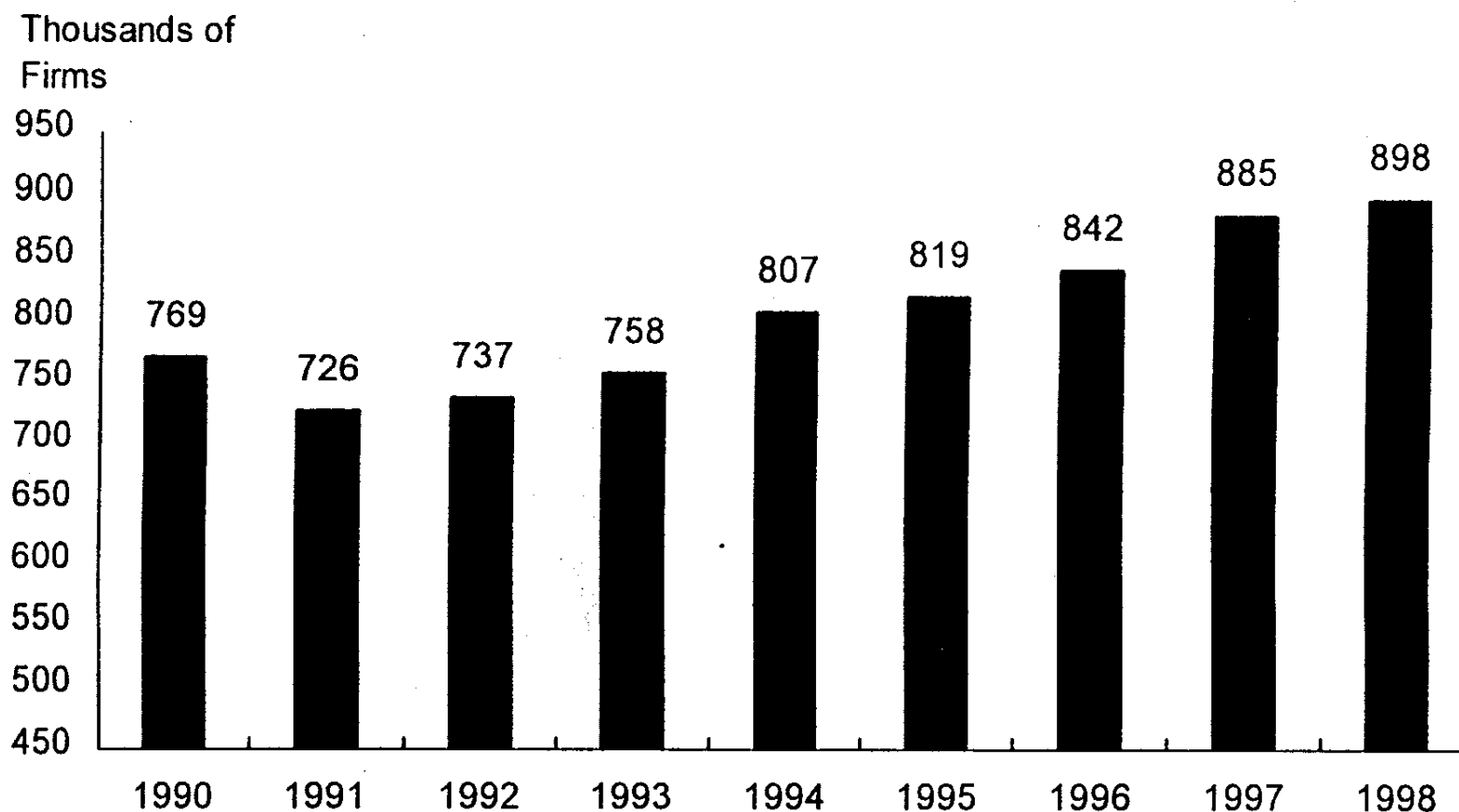
Location: Users/share/organized/business start-ups 1998

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Proportion of Women in Start-Ups [18 years and older]



New Firms With Employees, 1990 - 1998



Note: 1998 was estimated as five states had not yet reported fourth quarter figures.

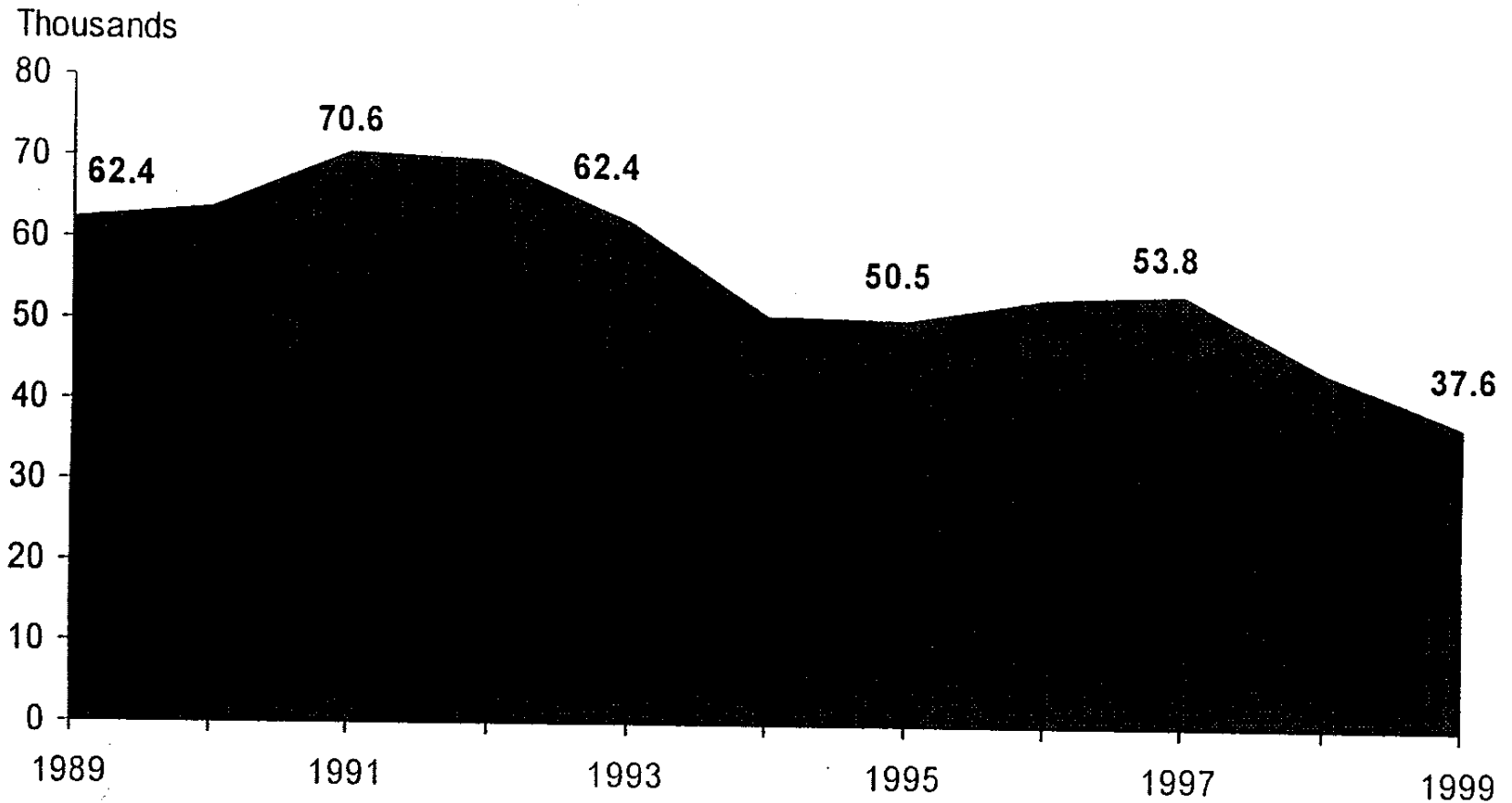
Source: Office of Advocacy, Small Business Administration, based upon U.S. Department of Labor, Employment and Training Administration.



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Business Bankruptcies, 1989-1999

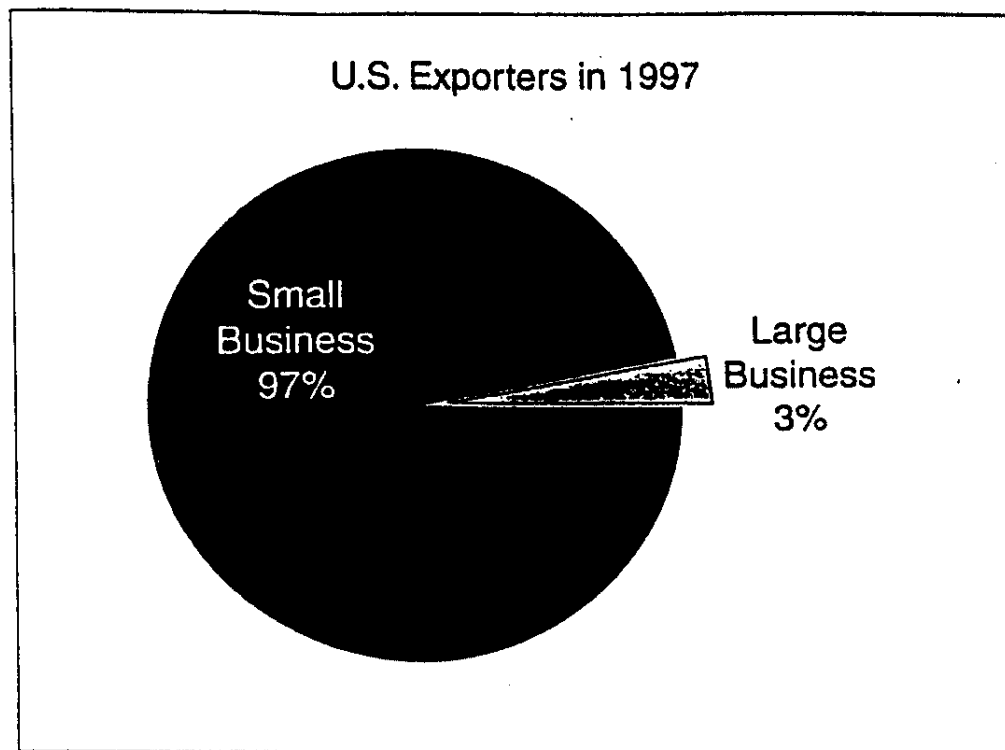


Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Administrative Office of the U.S. Courts.

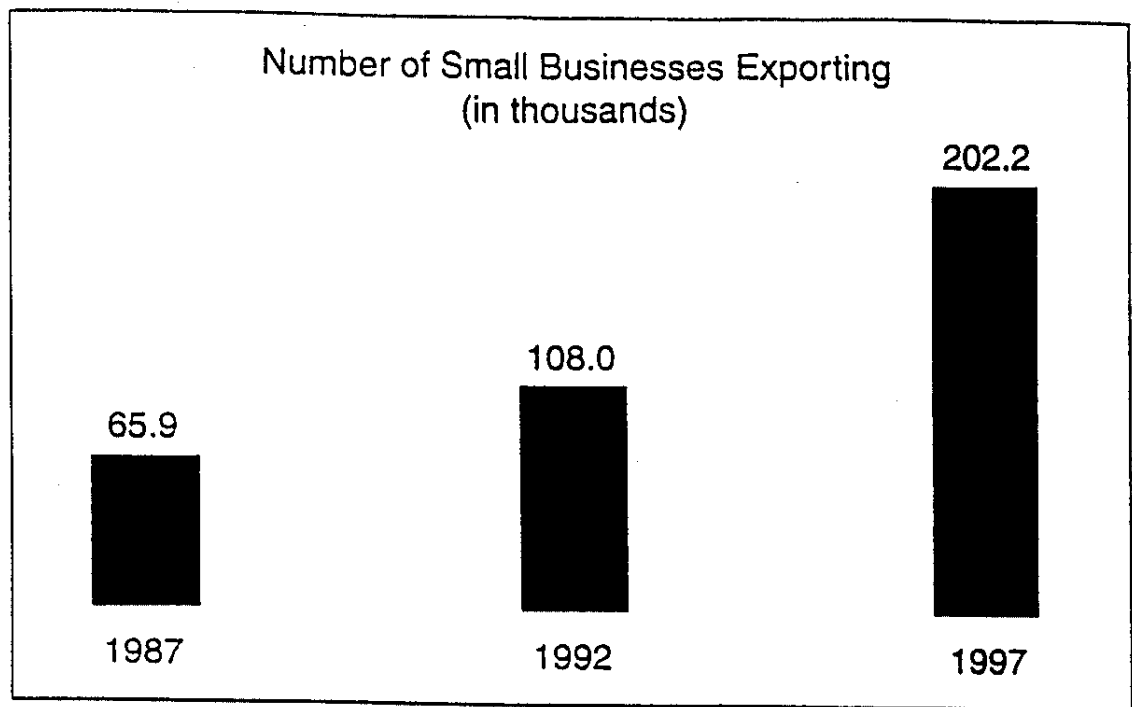


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- In 1997 the total number of U.S. exporters reached 209, 500.⁴
- 202,185 of all exporters in 1997 were small businesses.⁵
- Small businesses account for 31 percent of total merchandise export sales.⁶ (There are no comparable statistics for service sales, but small businesses play a big role in service trade.)
- Small exporting companies include all kinds of enterprises in just about every industrial classification.
- Technology and globalization are factors fueling a dramatic growth in the number of small businesses engaged in international trade.
- Between 1987 and 1997 the number of U.S. small business exporters tripled from 65,900 to 202,185.⁷

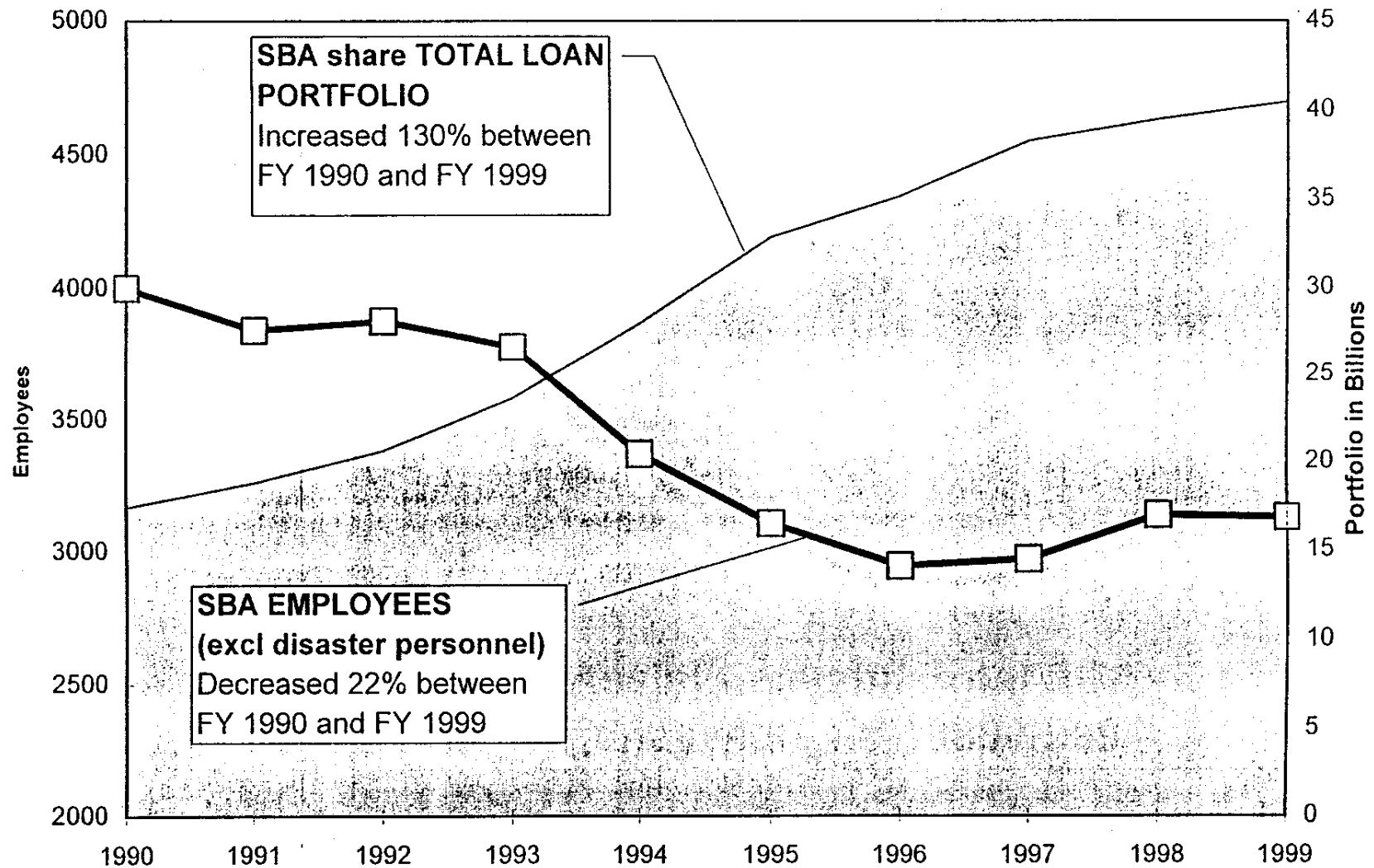


- The fastest growth has been among very small businesses – those with fewer than 20 employees.⁸
- VSBs represented 65 percent of all exporting companies in 1997.⁹
- The value of small business exports increased by 300 percent between 1992 and 1997.¹⁰

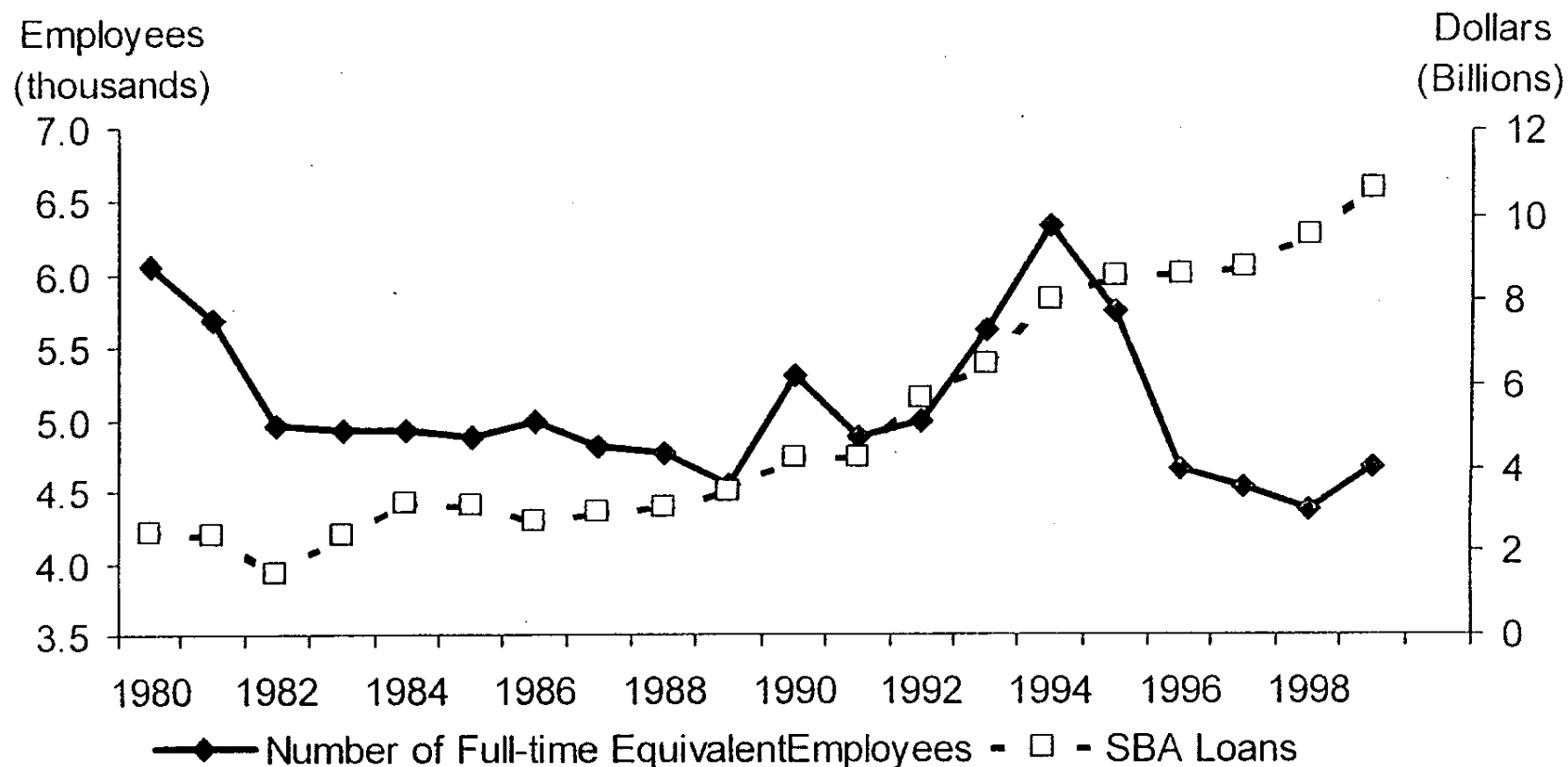
Note: These figures represent merchandise trade. Figures are not available for other types of exported services, such as consulting, training, advertising and more. If these figures were available, most experts believe that they would show a substantially larger share of activity on the part of small business exporters.

In Syracuse, N.Y., Paul Genecco has gone global with his family's fruit and vegetable business. In the past eight years his sales skyrocketed from \$200,000 to nearly \$10 million a year.

Doing more with less- Growth in SBA Loan Portfolio with Fewer Employees



SBA Financial Assistance and Total SBA Employees Agencywide, FY 1980-1999



Note: Employment includes Disaster Assistance and the Inspector General's office.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Office of the Chief Financial Officer and Office of the Chief Information Officer.

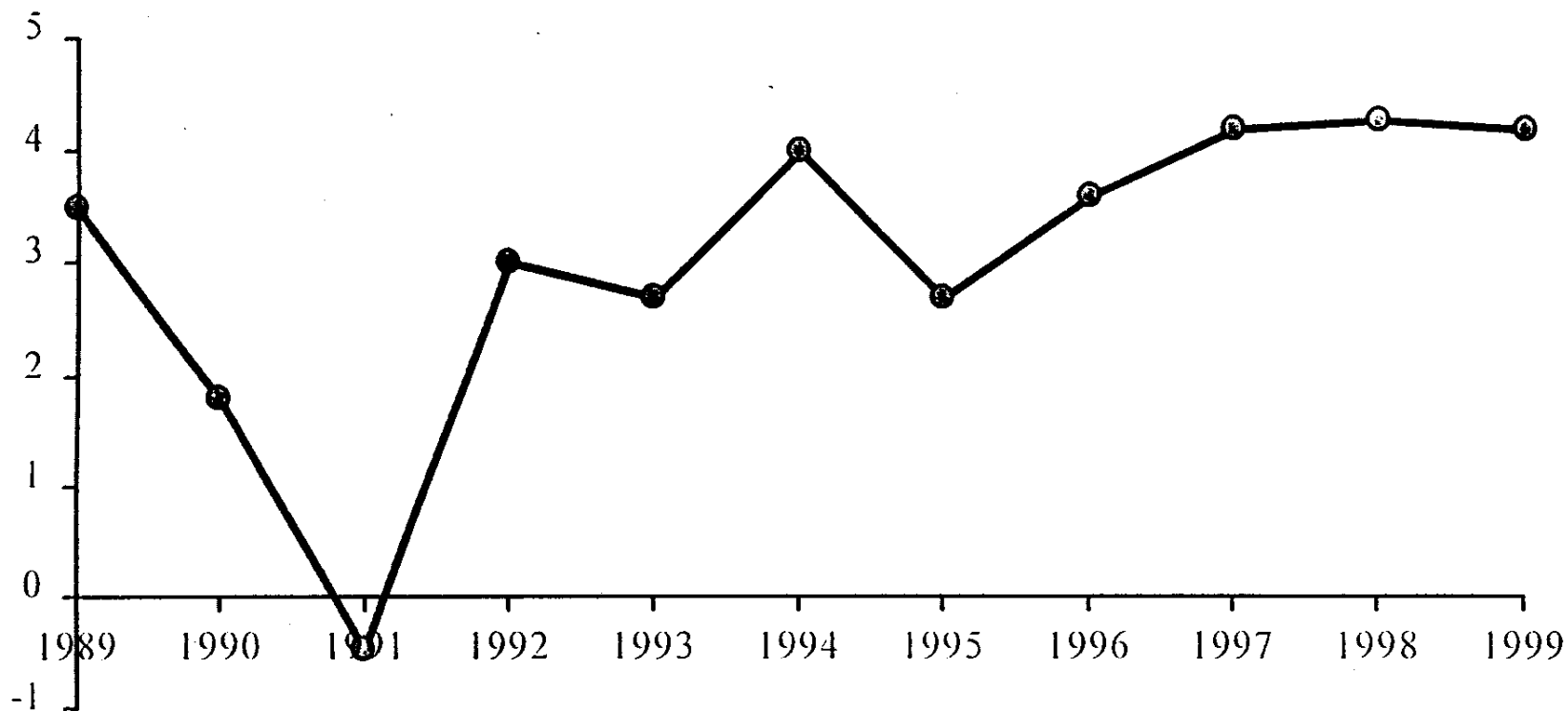


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Real Gross Domestic Product Growth, 1989-1999

Percent



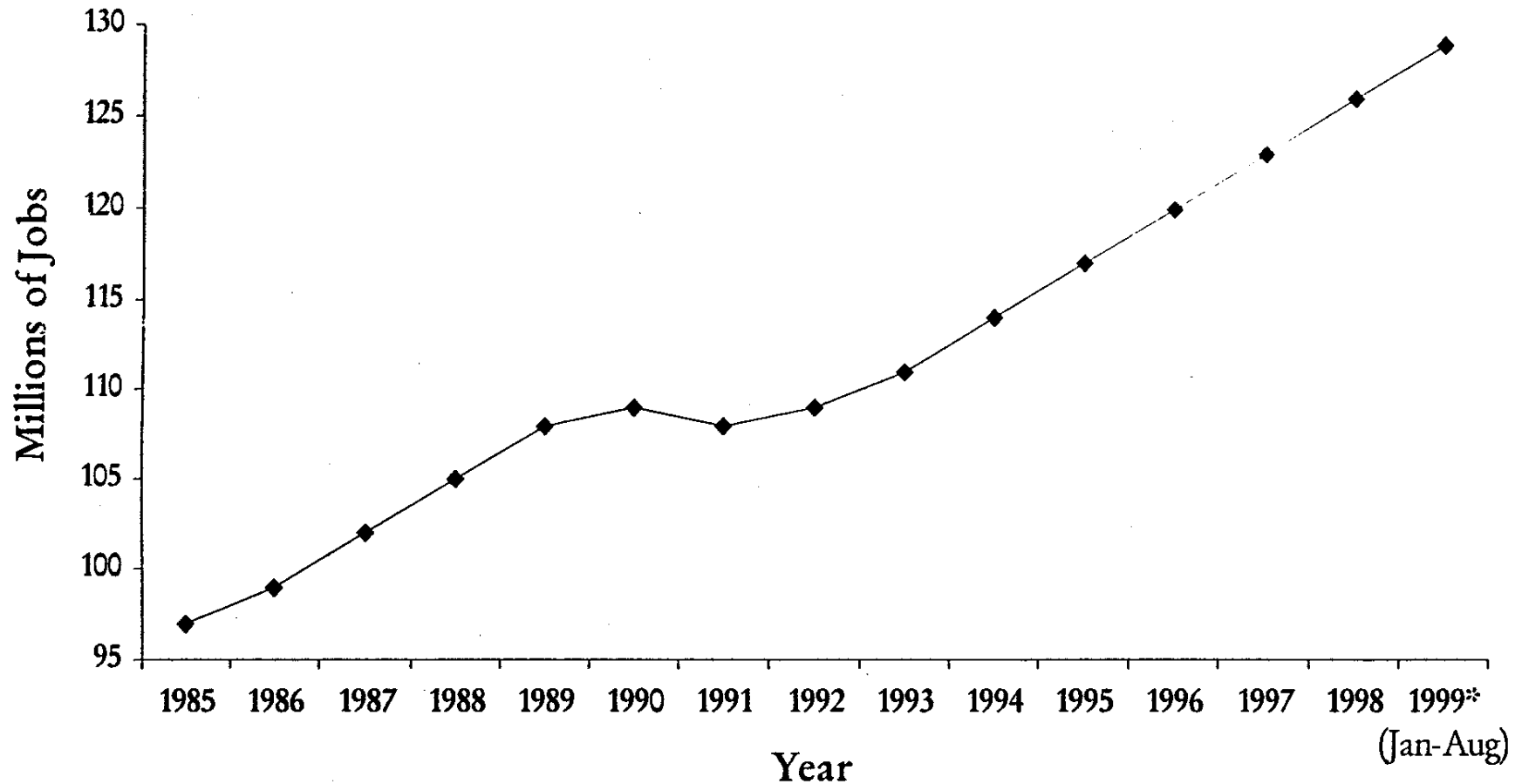
Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, Bureau of Economic Analysis.



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Total Employment, 1985 – 1999



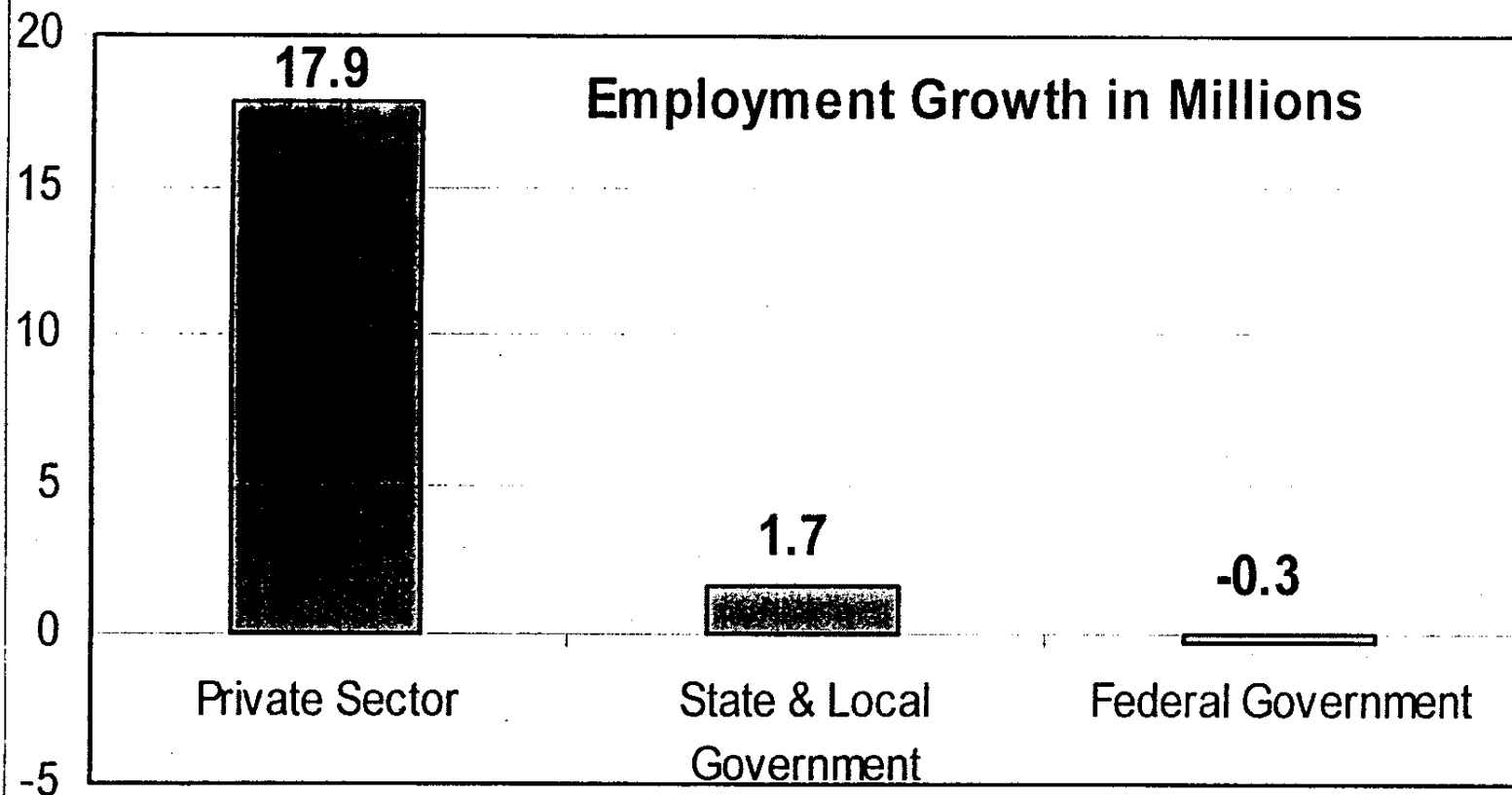
Source: Office of Advocacy, SBA, based on data from US Dept. of Labor, Bureau of Labor Statistics, *Employment & Earnings*, September 1999.



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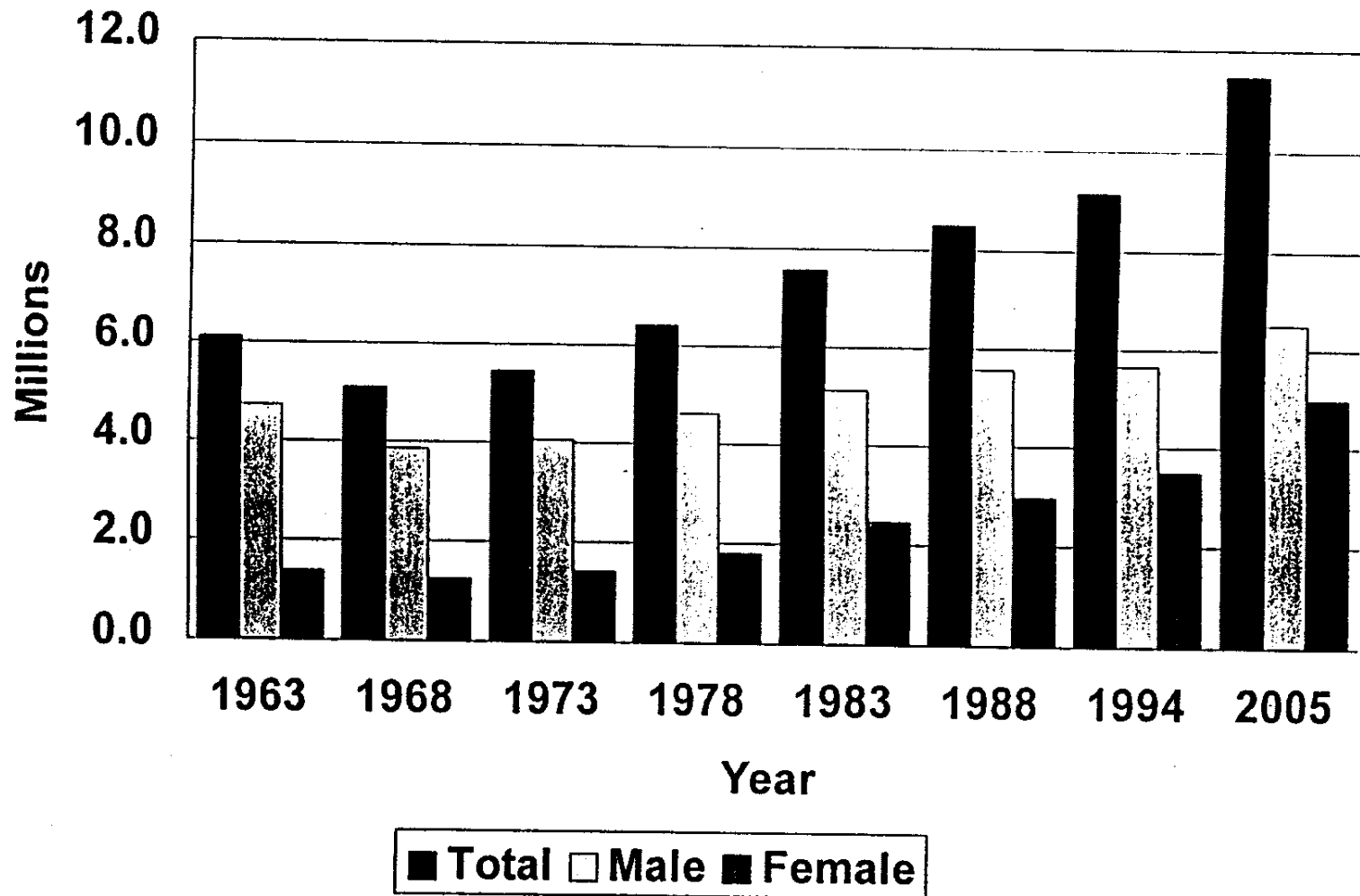
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**93 PERCENT OF THE 19.2 MILLION NEW JOBS
HAVE BEEN IN THE PRIVATE SECTOR (1993-1999)**



Note: Figures may not sum to total due to rounding

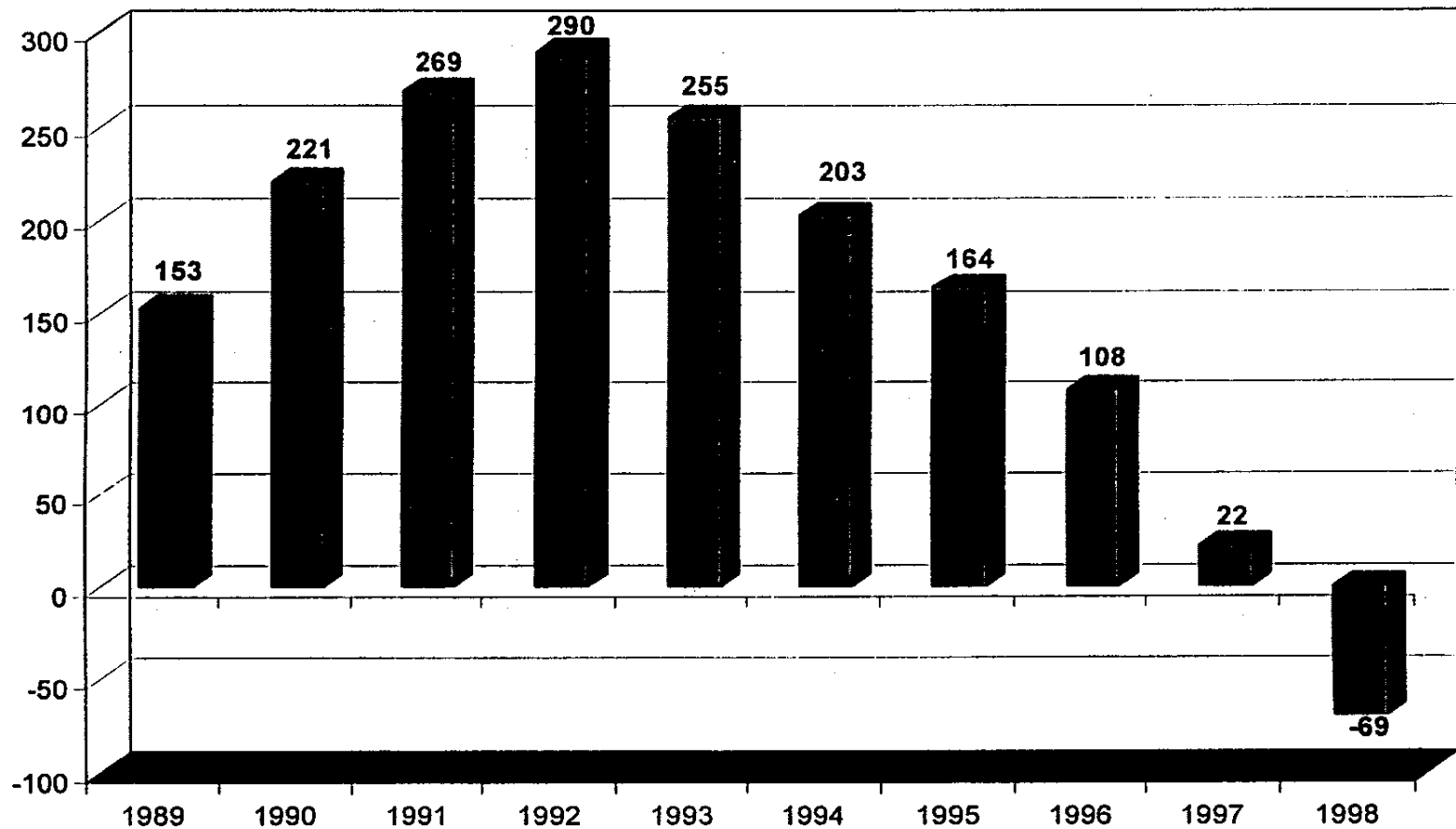
Dramatic Increase in Number of Self Employed



Source: Office of Advocacy, SBA, from U.S. Department of Labor data.

The Federal Deficit has Disappeared!

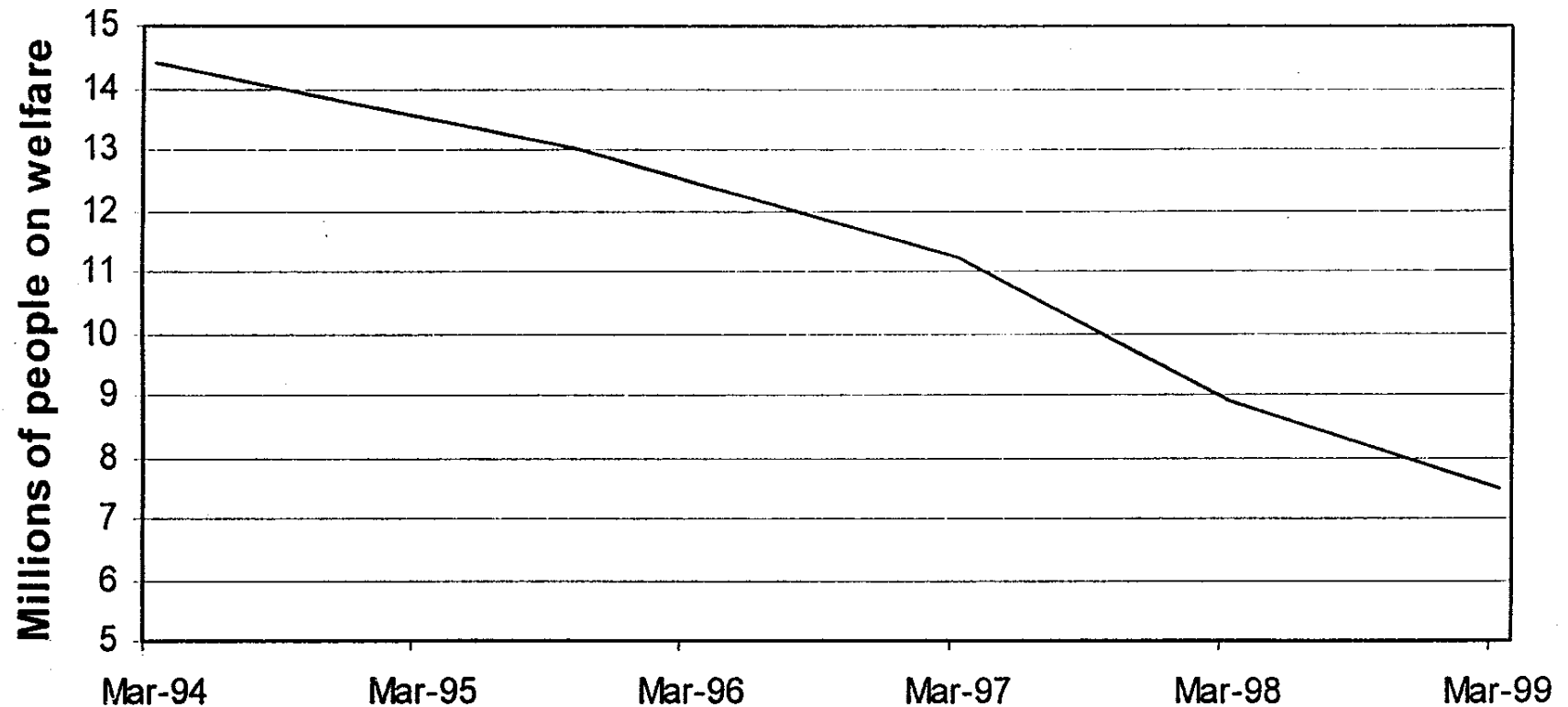
Billions



Source: Office of Advocacy, SBA, from "Economic Indicators," December, 1998.

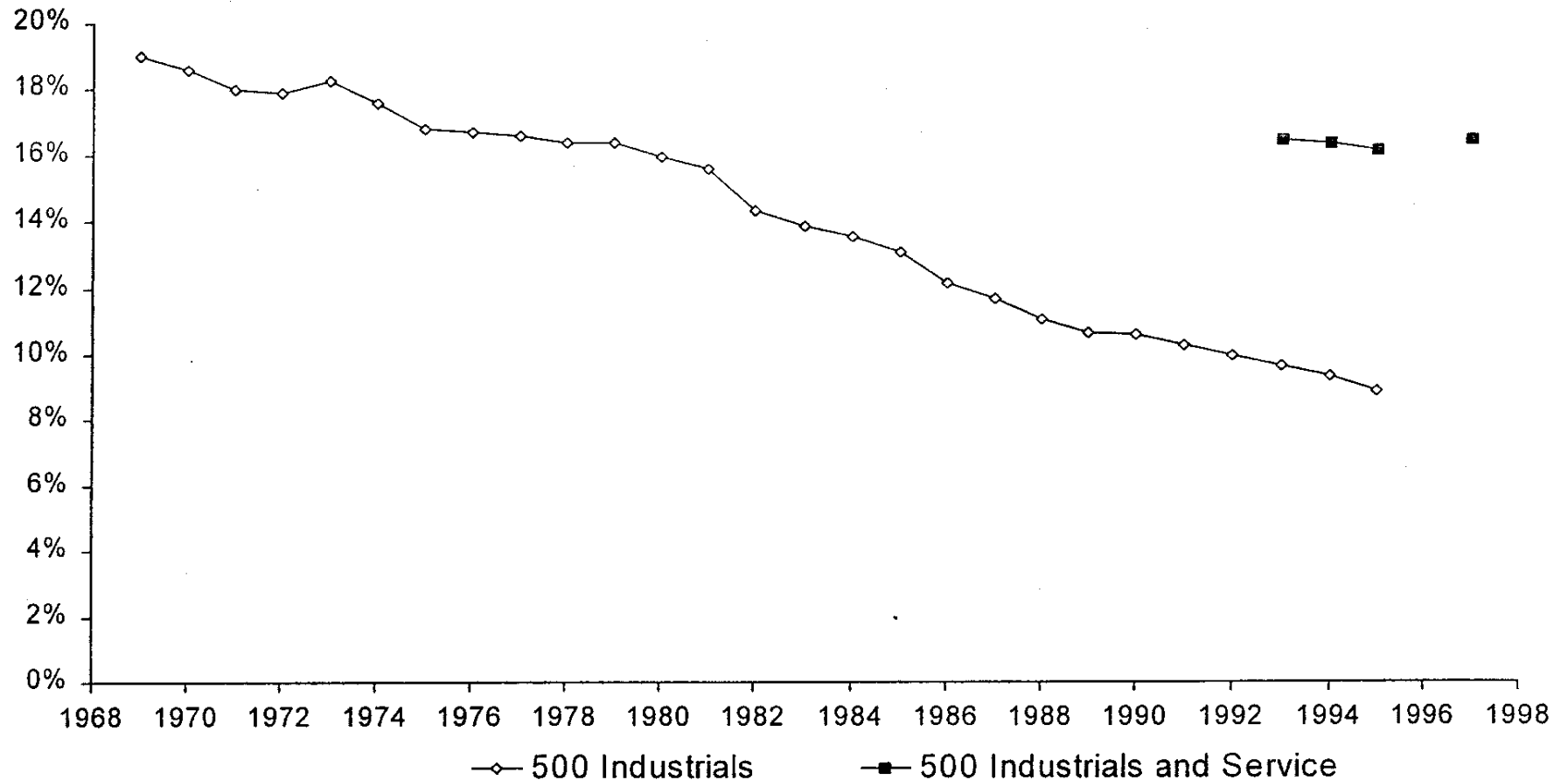
Small Business Hires Put Millions of Former Welfare Recipients to Work

(Decline in Case Load)



Source: SBA, Office of Advocacy, From U.S. Department of Health and Human Services

FORTUNE 500 Share of Employment



Note: In 1994, the Fortune 500 Industrials became the Fortune 500 Industrial and Service Corporations. 1995 500 Industrials was estimated from the Fortune 1000.

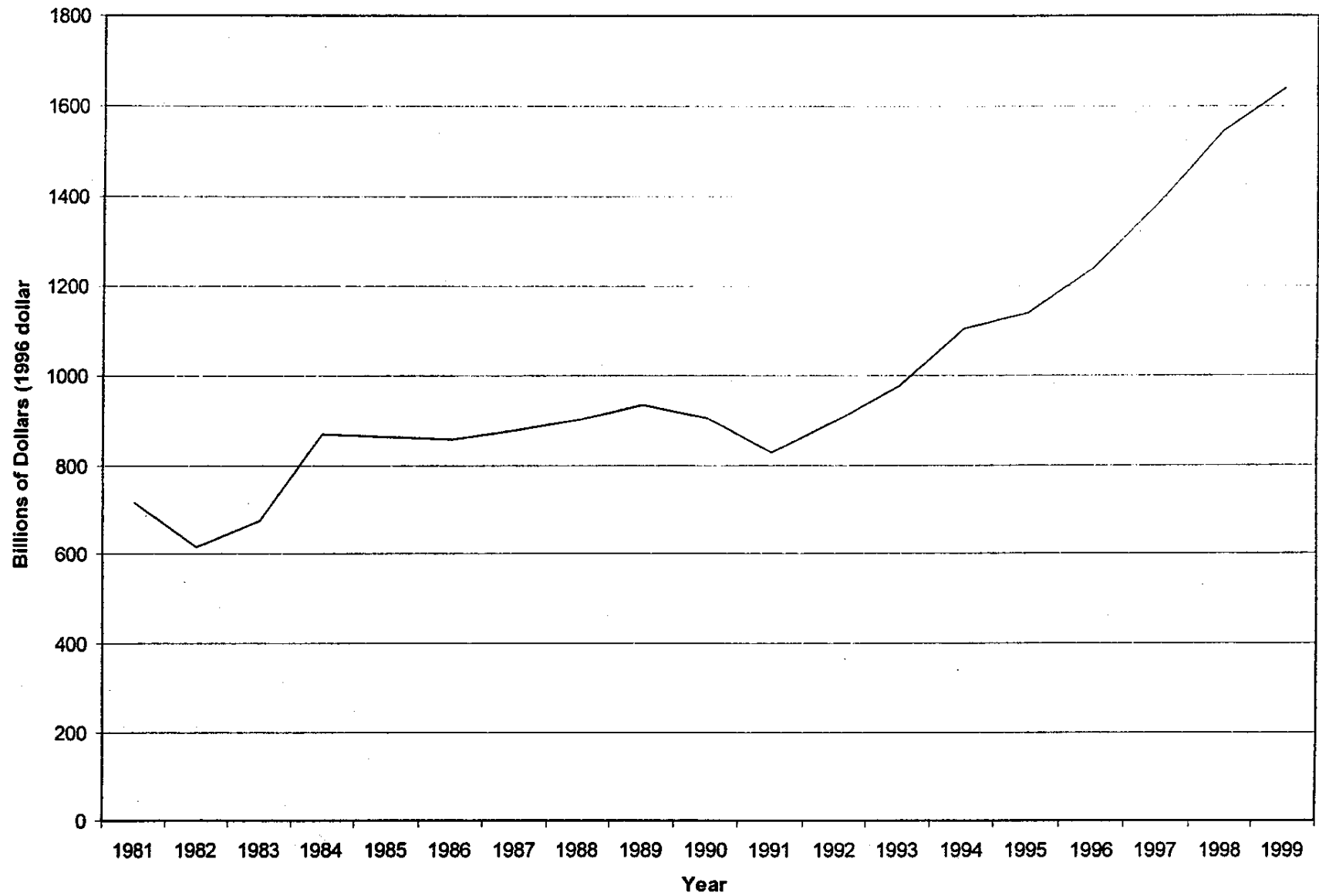
Source: Adapted by the Office of Advocacy, U.S. Small Business Administration, from data provided by the Fortune 500, and the Bureau of Labor Statistics, Department of Labor.



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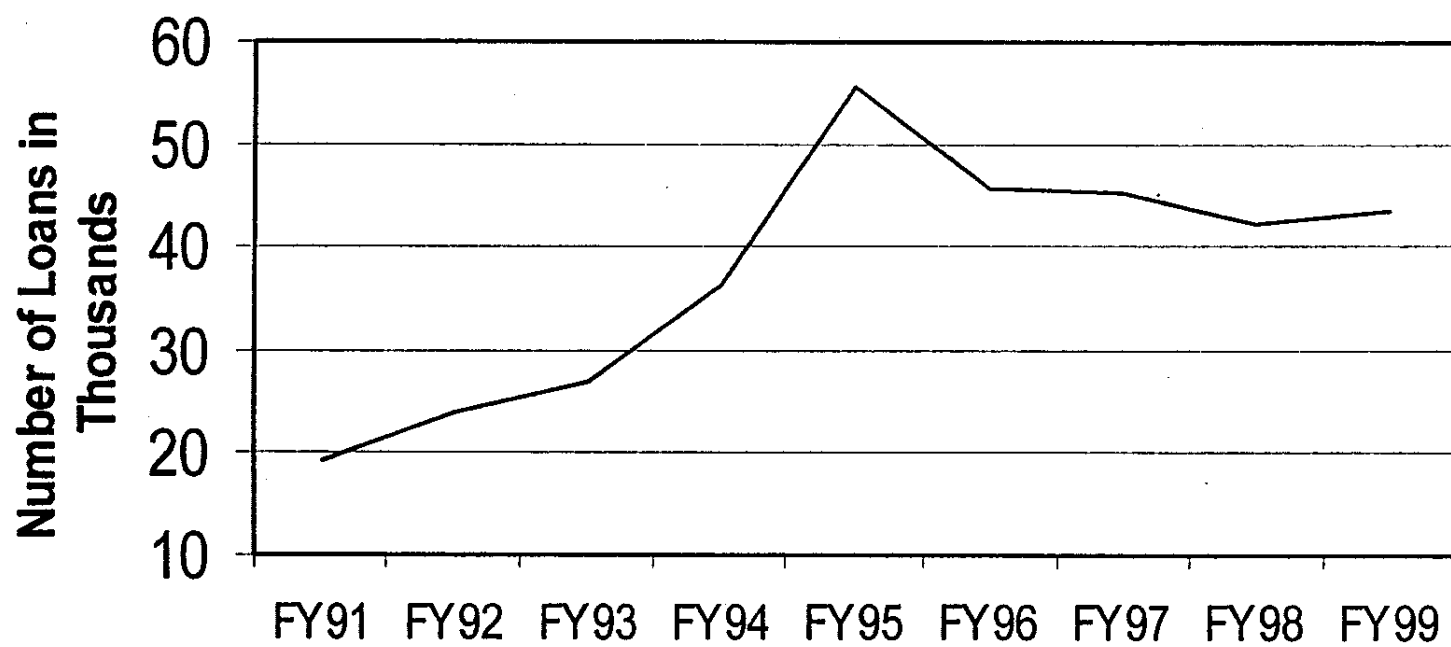
Office of Advocacy

Gross Private Direct Investment (1980-1999)

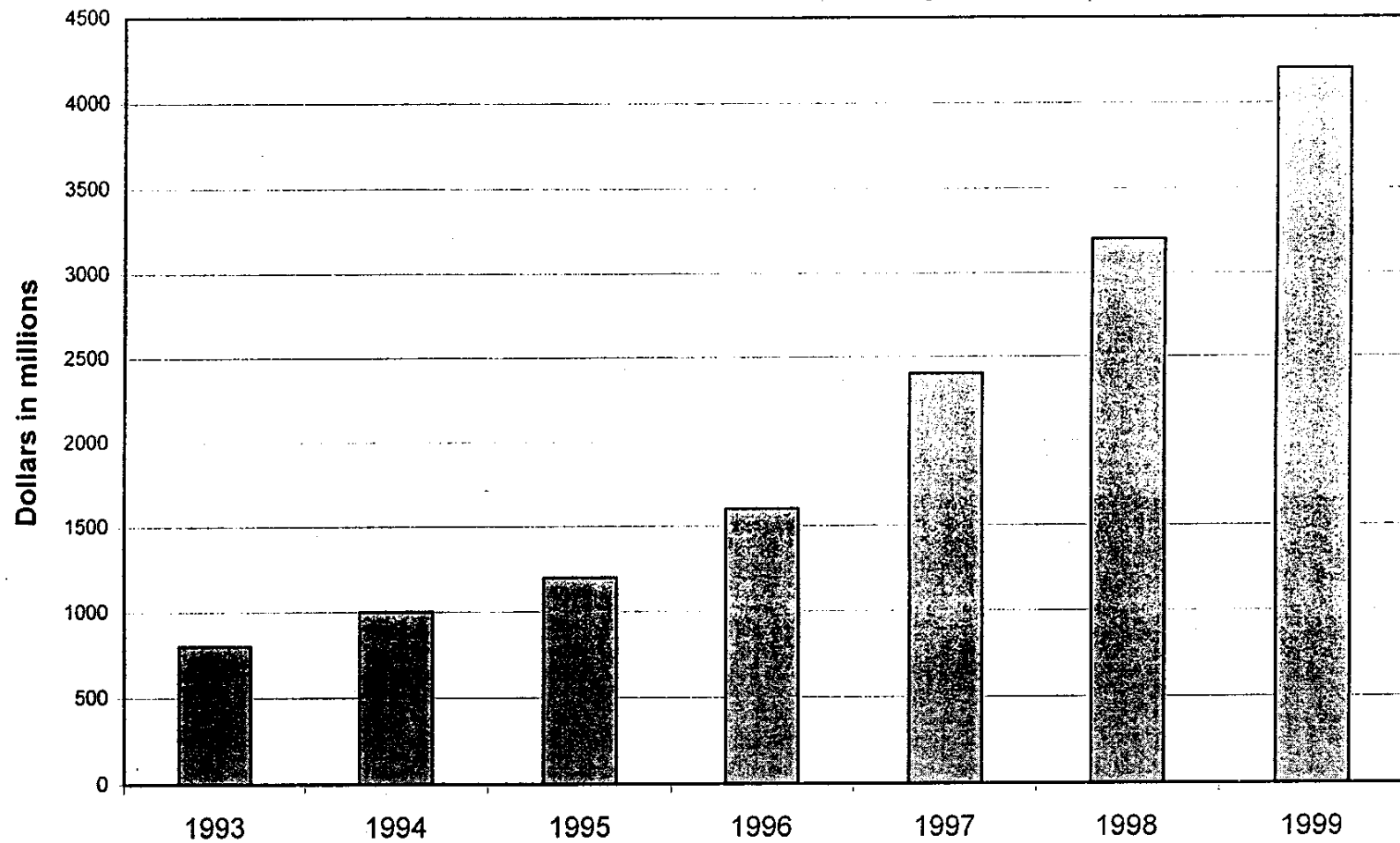


Source: Office of Advocacy, U.S. Small Business Administration, with data from the Bureau of Economic Analysis

7(a) Loan Approvals



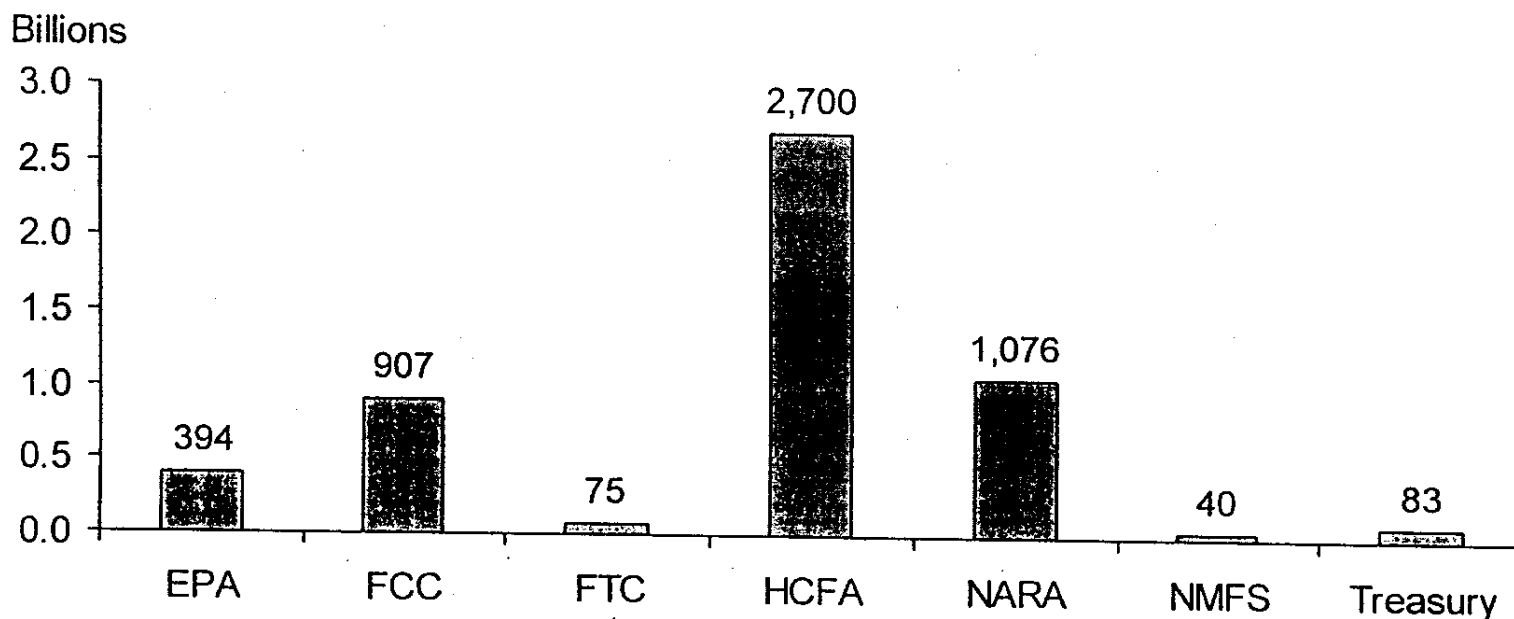
Dollar Volume of SBIC Financings



Source: Office of Policy Planning SBA

Regulatory Cost Savings, FY 1999

(\$5.3 billion in savings)



Note: Includes annual and one-time savings. NARA = National Archives and Records Administration, NMFS=National Marine Fisheries Service.

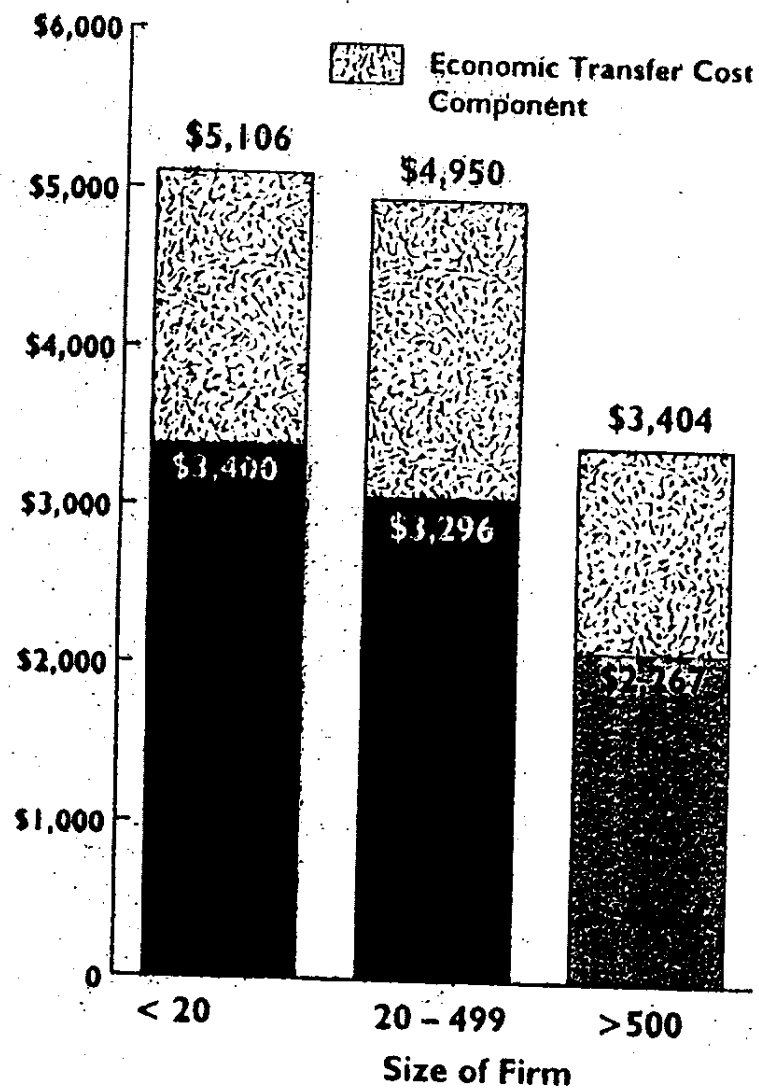
Source: Office of Advocacy, U.S. Small Business Administration from data listed in the Annual Report of the Chief Counsel for Advocacy on Implementation of the Regulatory Flexibility Act, Fiscal Year 1999.



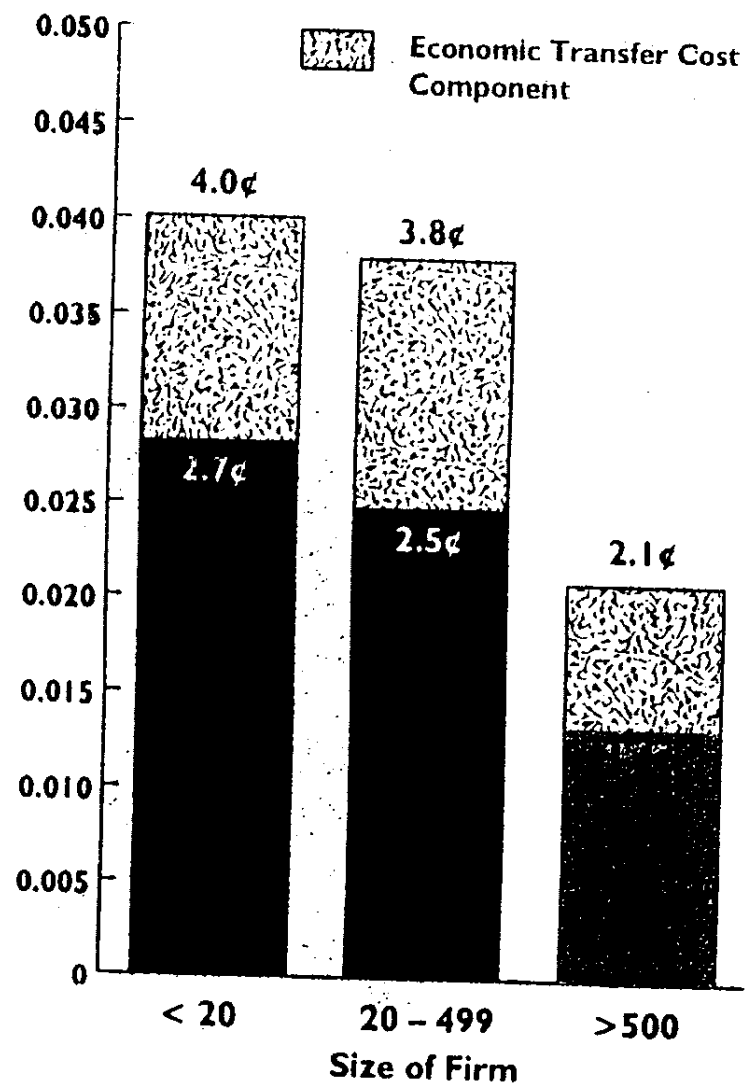
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**Average Regulatory Costs
per Employee, by Size of Firm**

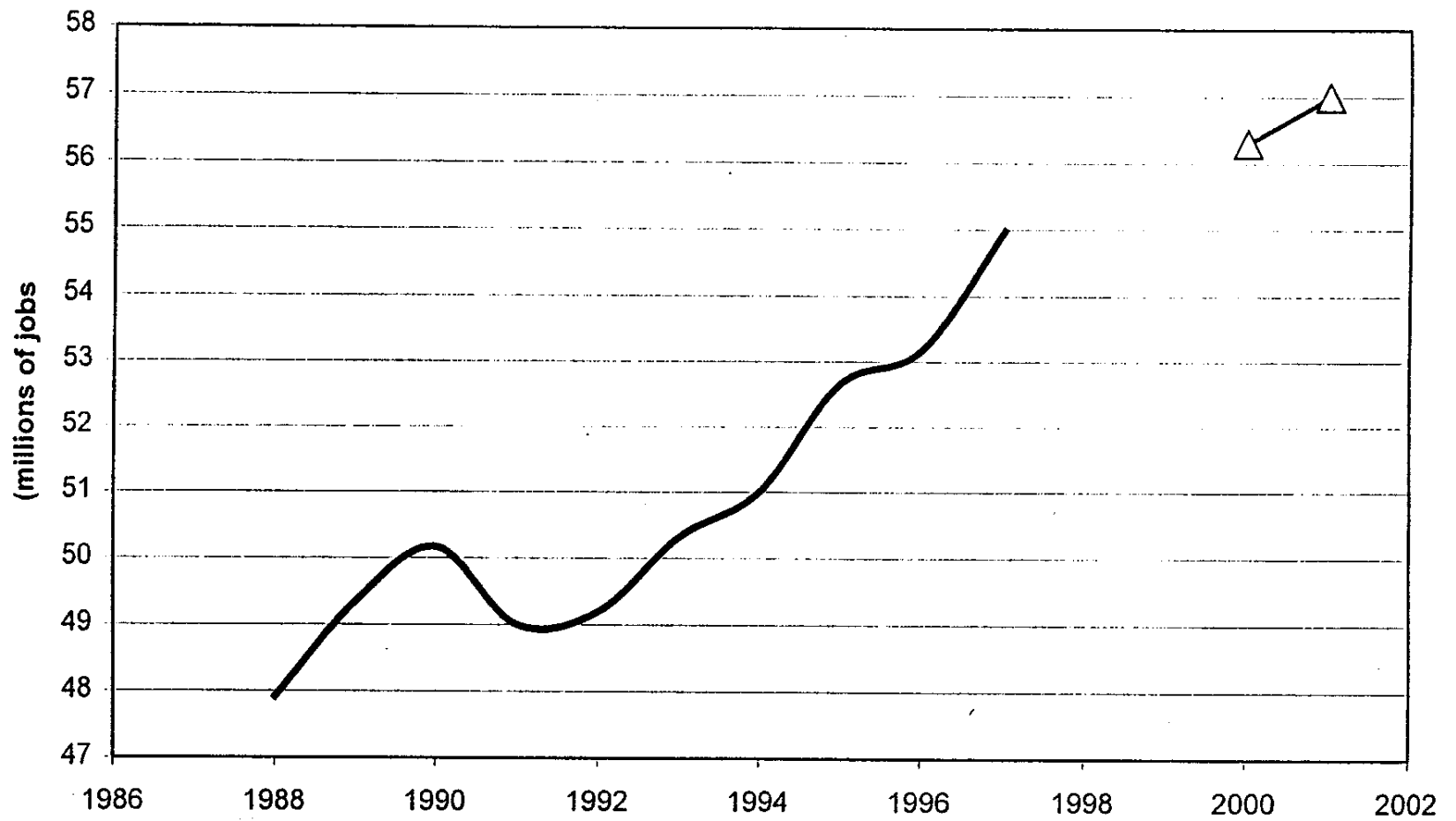


**Average Regulatory Costs per
Dollar of Sales, by Size of Firm**



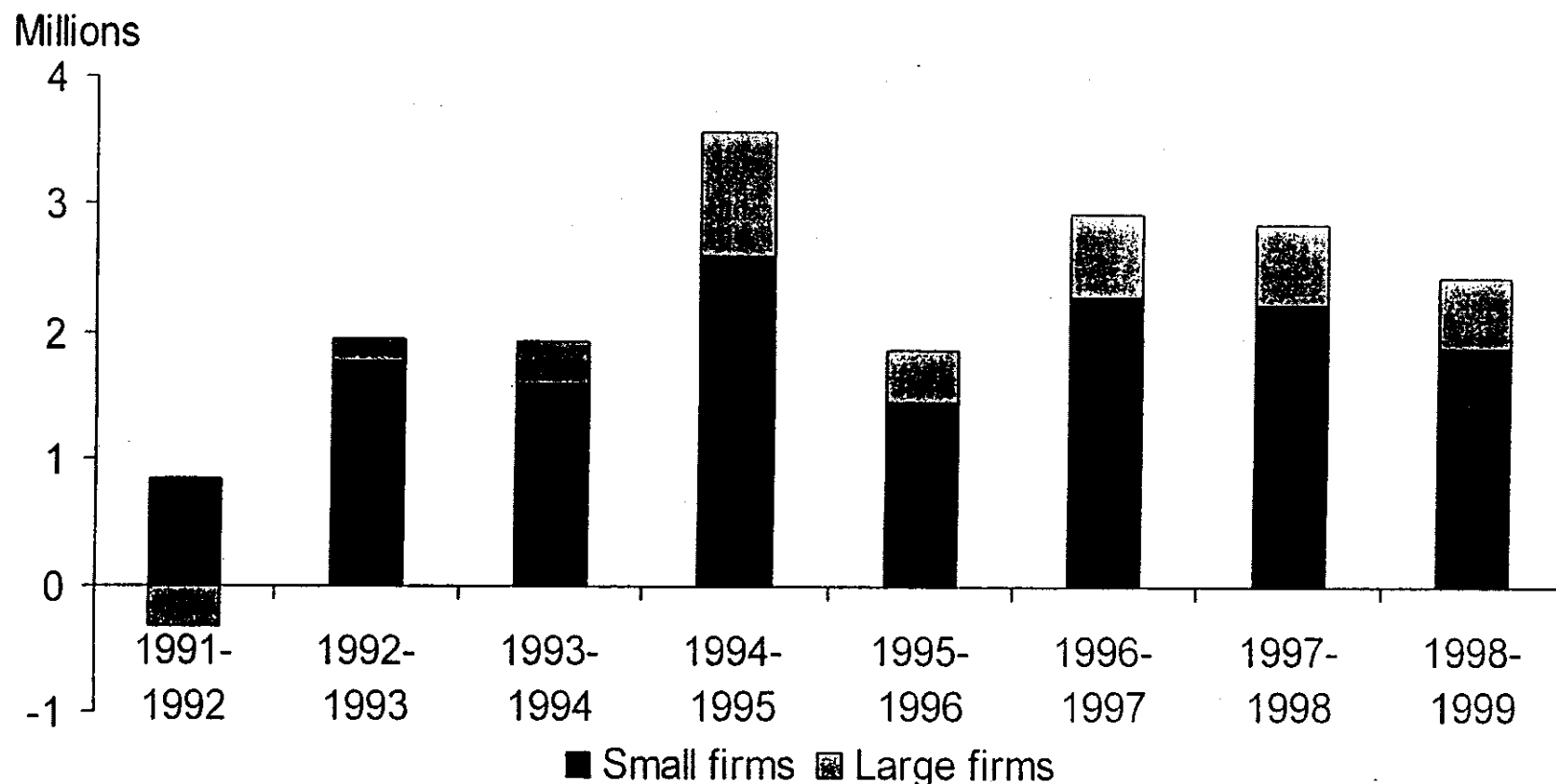
Source: U.S. Small Business Administration, Office of Advocacy.

Number of Jobs in Small Businesses



Source: Office of Policy Planning SBA

Job Creation by Firm Size, 1991-1999



Notes: Small firms are defined as having less than 500 employees. 1996 through 1999 shares are an average of the small firm share from 1993 through 1996 and the totals for these years are from the Bureau of Labor Statistics data.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of the Census and Bureau of Labor Statistics.



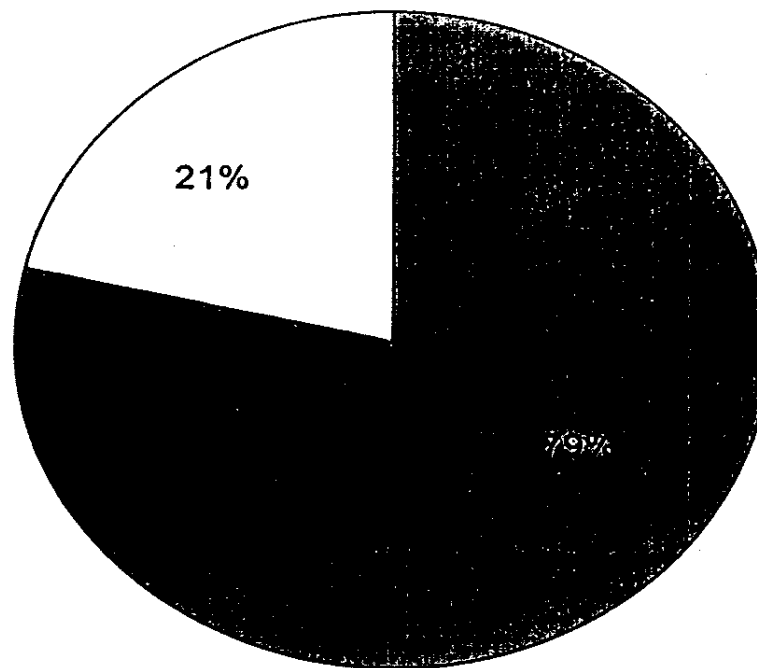
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Measurable Financing of U.S. Businesses (Billion Dollars)

Small Business

Commercial Paper: \$0
Commercial and Industrial Loans by Banks: \$197
Commercial Mortgages: \$766.8
SBA Dir. Loans: \$4
Trade Debt: \$306.8
Finance Company Receivables from Businesses: \$67
Corporate Bonds: \$0
Revenue Bonds (for businesses): \$29.2
SBA loan pools: \$10
Public Markets--All: \$24
Venture Capital Pool: \$84
SBIC Pool: \$8



Large Business

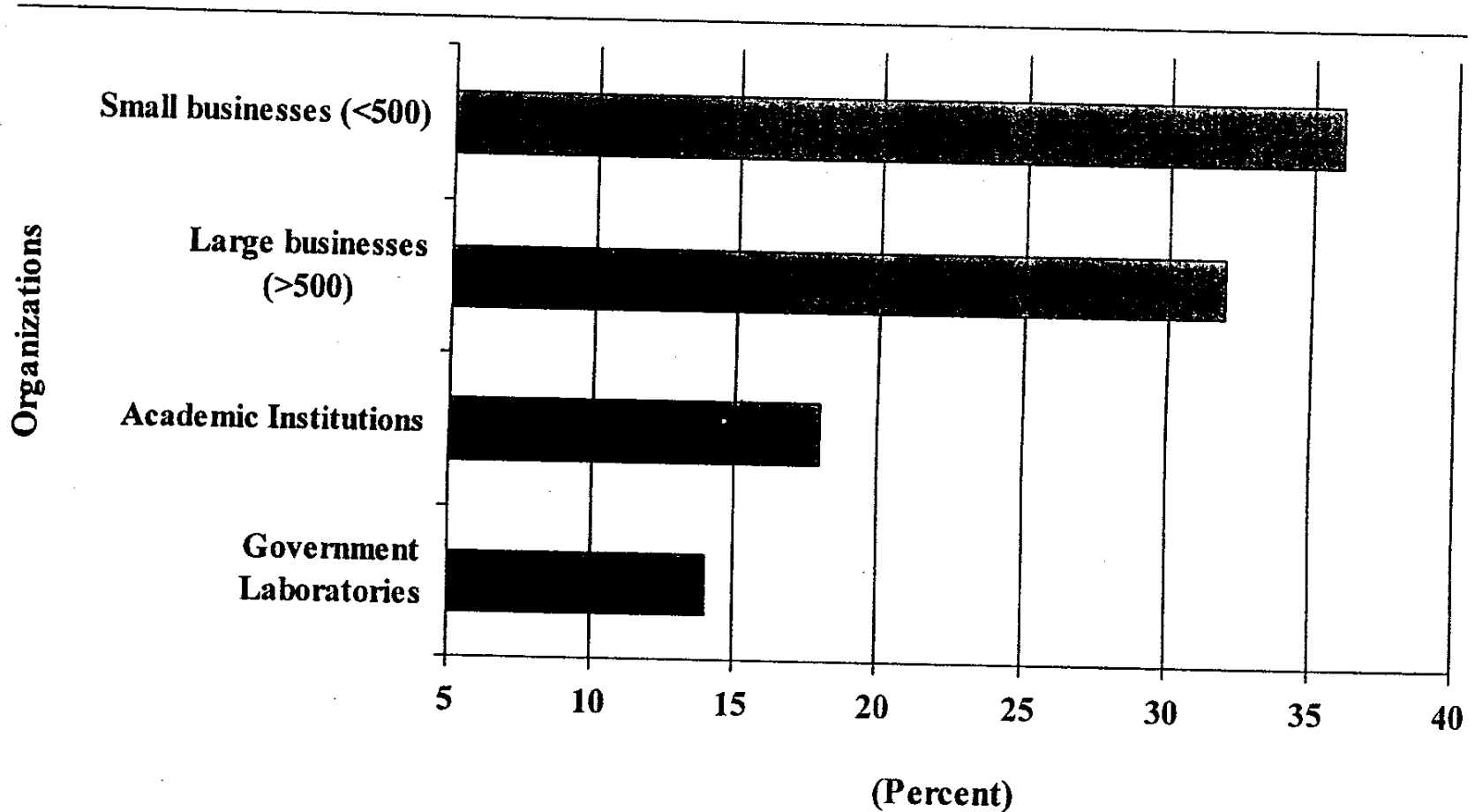
Commercial Paper: \$20
Commercial and Industrial Loans by Banks: \$4773
Commercial Mortgages: \$641.2
SBA Dir. Loans: \$0
Trade Debt: \$771.2
Finance Company Receivables from Businesses: \$268
Corporate Bonds: \$1754
Revenue Bonds (for businesses): \$116.8
SBA loan pools: \$0
Public Markets--All: \$879
Venture Capital Pool:
SBIC Pool:

Source: SBA, Office of Advocacy.



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Employment of Degreed Scientists and Engineers in the United States



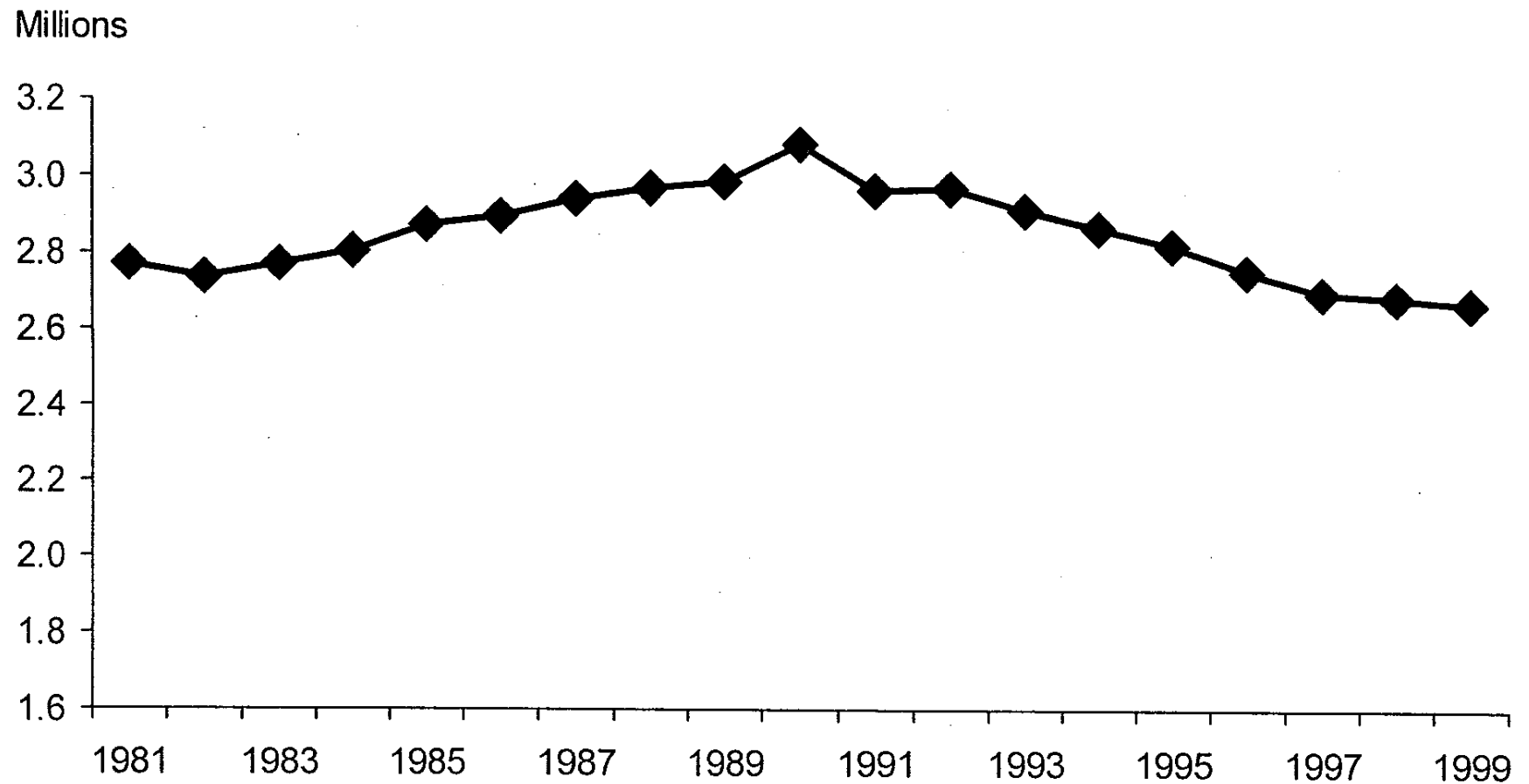
Source: National Science Foundation



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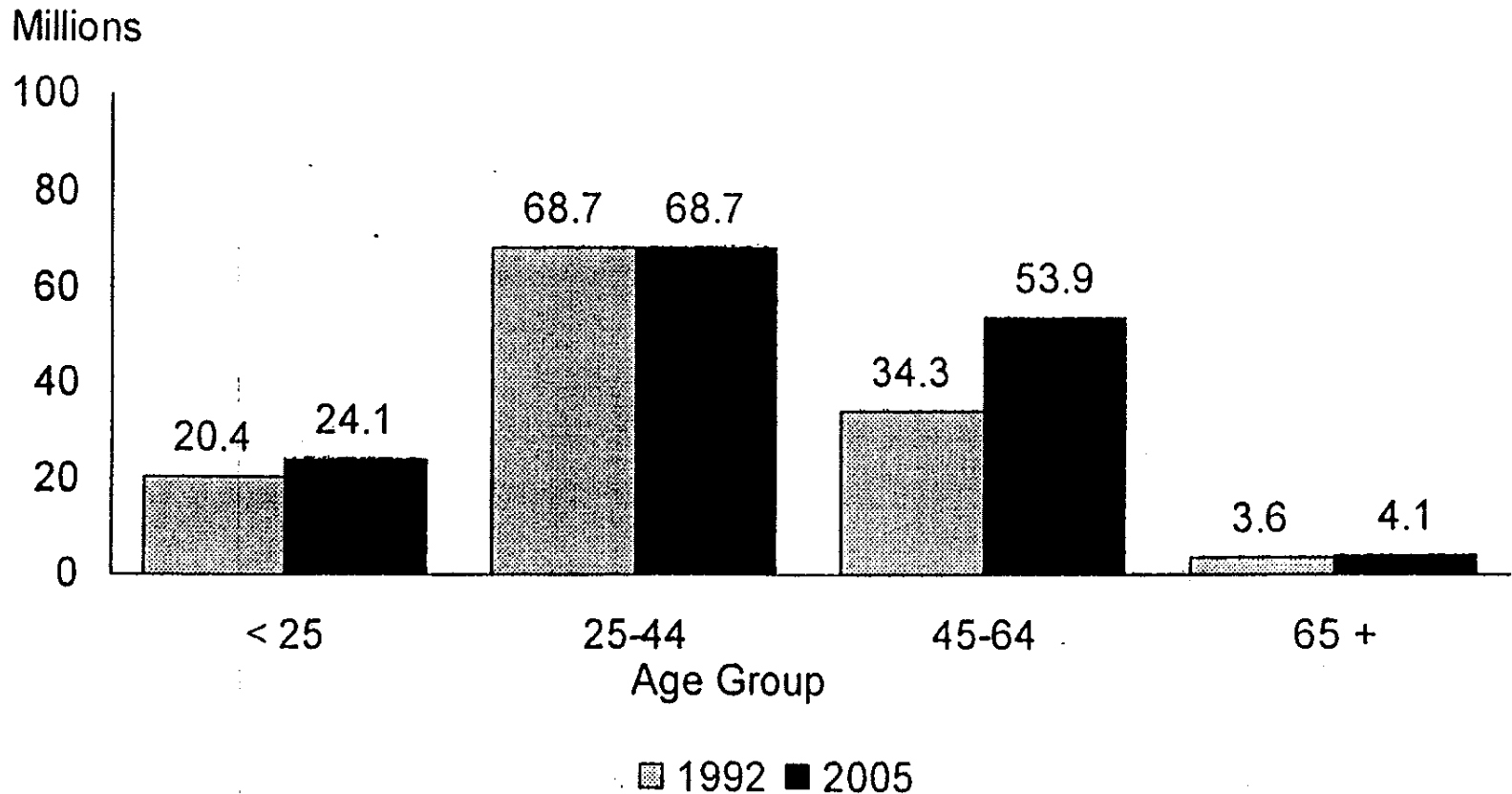
Office of Advocacy
<http://www.sba.gov/ADVO>

Federal Employment Has Fallen



Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Department of Labor, Bureau of Labor Statistics.

60 Percent More Workers will be Aged 45-64 by 2005



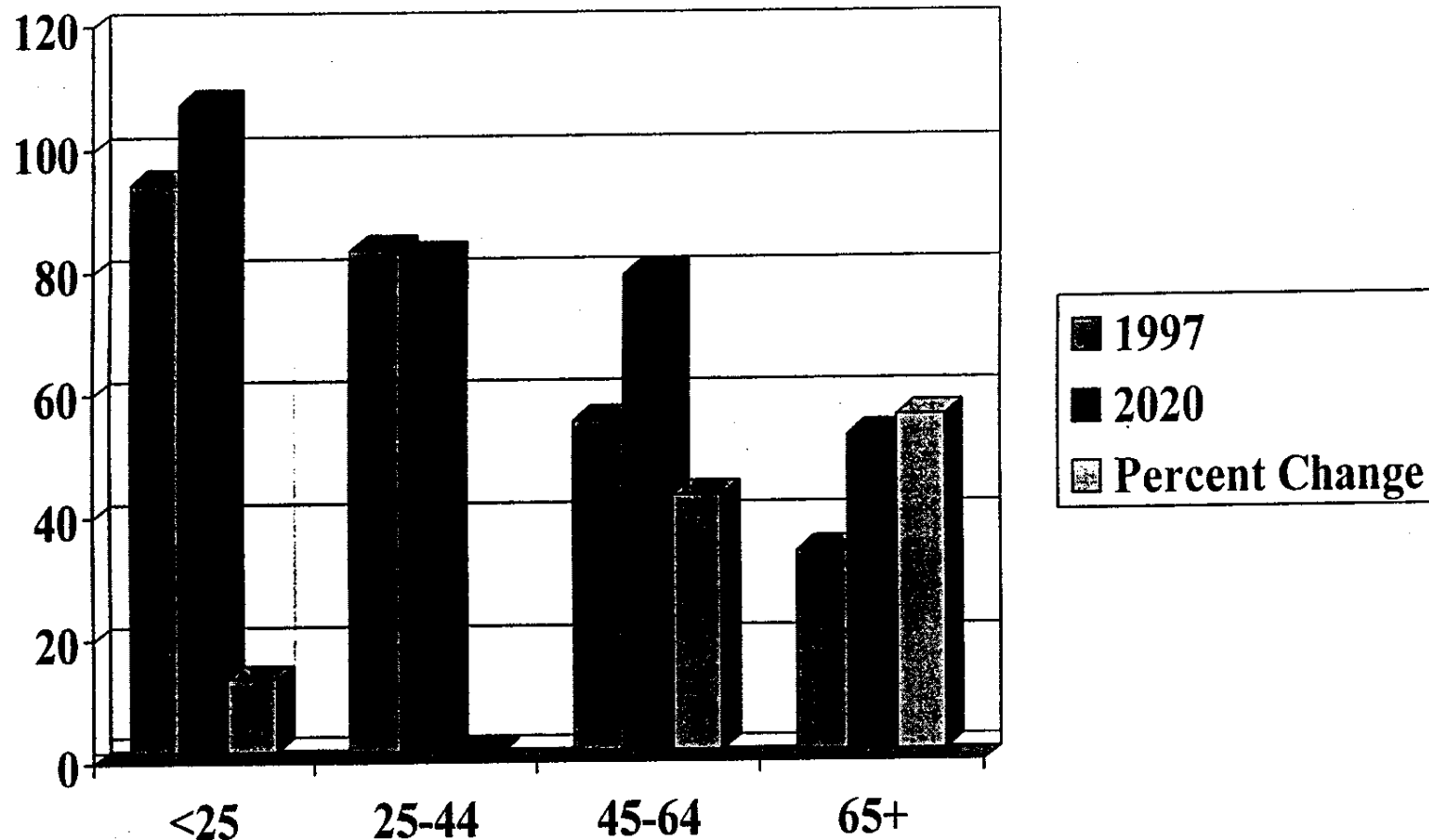
Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the Bureau of Census.



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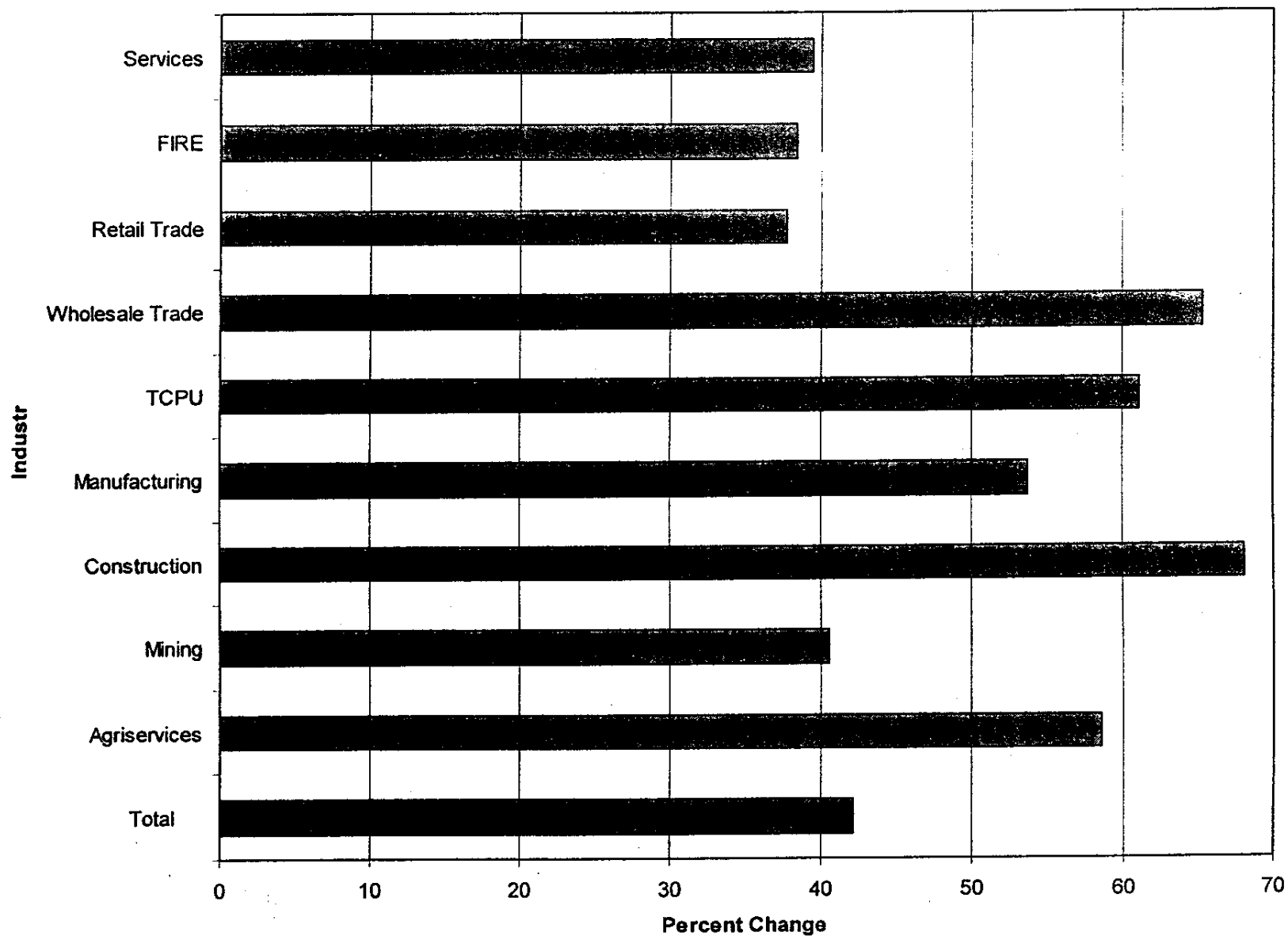
Office of Advocacy

Population Change, 1997-2020 (In Thousands)



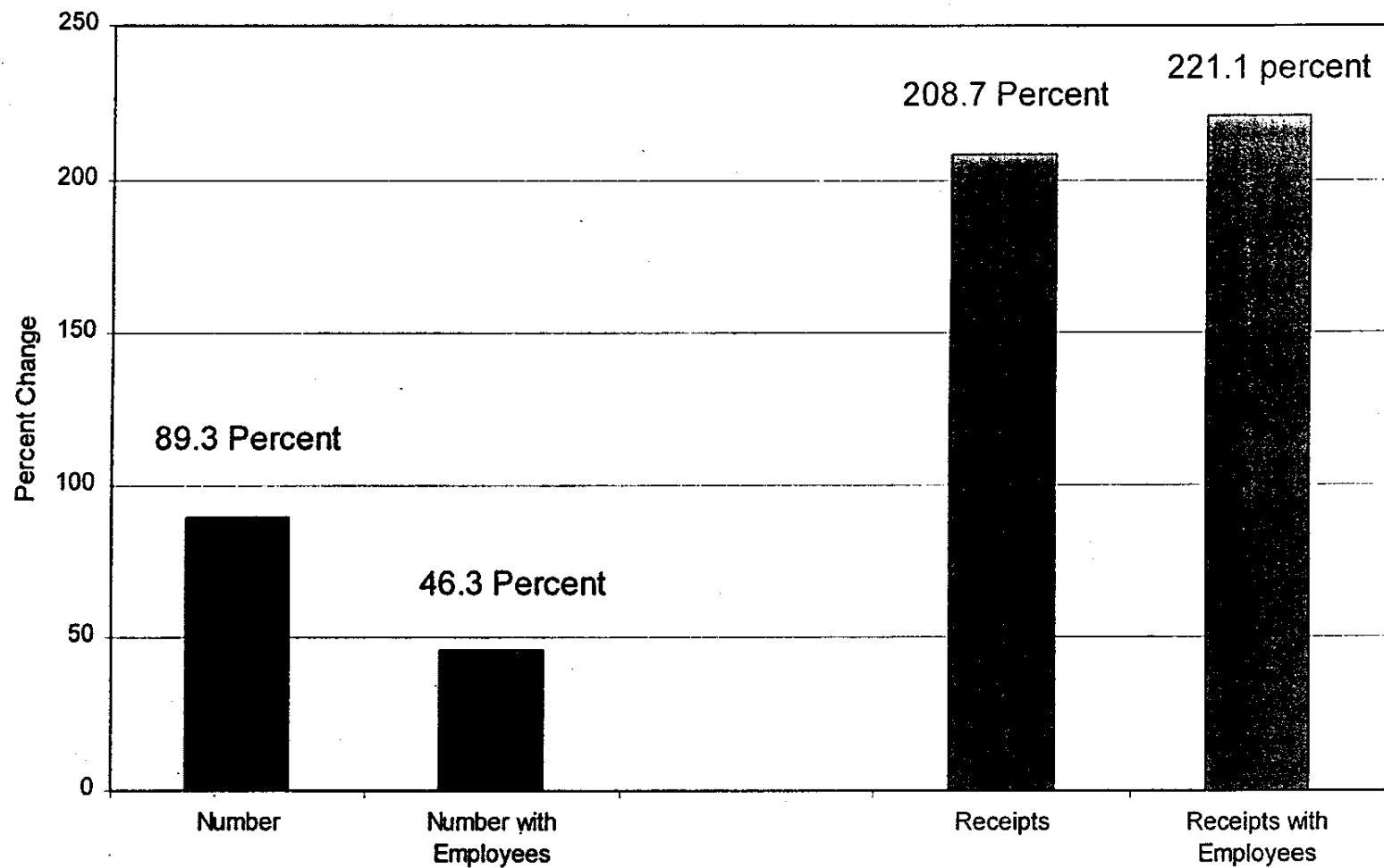
Source: U.S. Small Business Administration, Office of Advocacy, from Census data.

Percentage Growth in the Number of Women-Owned Businesses (1992-1999)



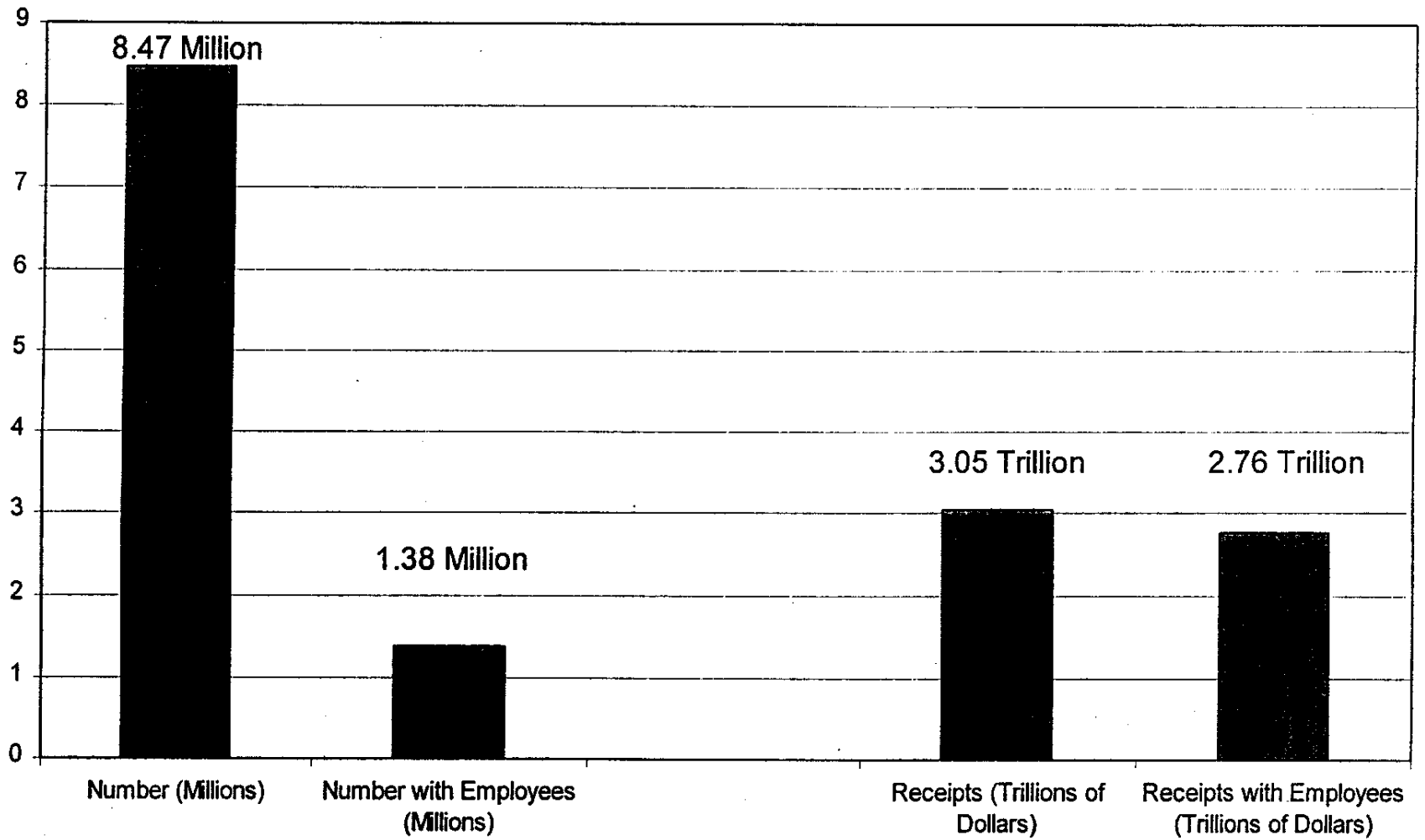
Source: Office of Advocacy, U.S. SBA with data from the National Foundation of Women Business Owners

Percentage Changes in Women-Owned Businesses and Receipts: 1987-1997



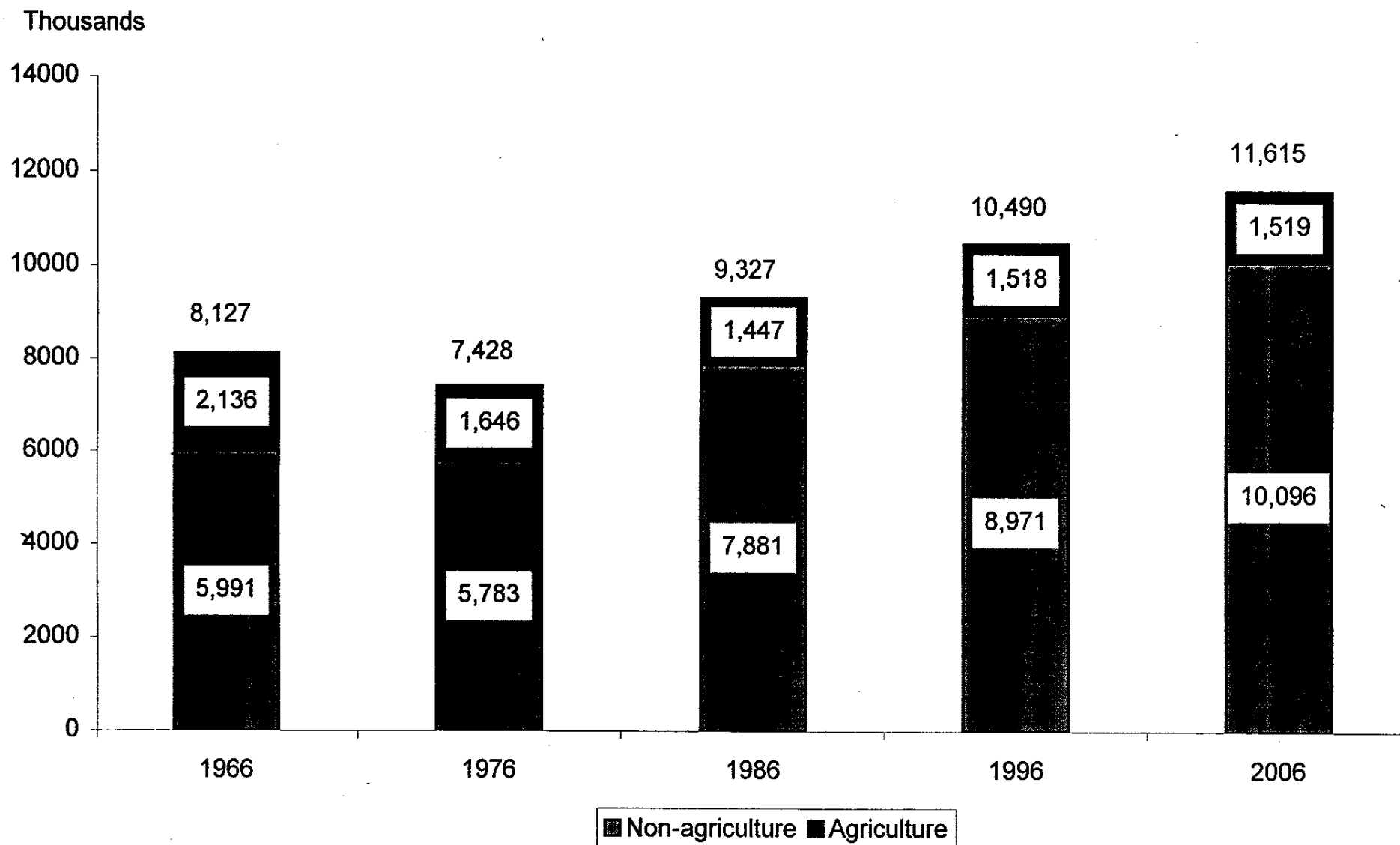
Source: Office of Economic Research, Office of Advocacy, U.S. Small Business Administration based on data from the 1982, 1987, and 1992 Survey of Women-Owned Businesses, U.S. Census Bureau.

Number and Receipts of Women-Owned Businesses: 1997



Source: Office of Economic Research, Office of Advocacy, U.S. Small Business Administration based on data from the 1982, 1987, and 1992 *Survey of Women-Owned Businesses*, U.S. Census Bureau.

Self-Employment, 1966 - 2006



Note: Self-employment based on primary occupation.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the Bureau of Labor Statistics.